

IMPORTERS' QUESTIONNAIRE
POLYETHYLENE RETAIL CARRIER BAGS FROM
CHINA, MALAYSIA, AND THAILAND

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 March 15, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning polyethylene retail carrier bags (PRCBs) from China, Malaysia, and Thailand (invs. Nos. 731-TA-1043-1045 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm imported PRCBs (as defined in the instruction booklet) from any country at any time since January 1, 2001?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

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.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PRCBs from China, Malaysia, or Thailand into the United States or which are engaged in exporting PRCBs from China, Malaysia, or Thailand to the United States?

No Yes—List the following information.

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

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of PRCBs?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on PRCBs. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of PRCBs but is **not** the consignee, please list the consignees below (company name, street address (no p.o. boxes please), email address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters PRCBs into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports PRCBs under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand at **ohand@usitc.gov (Preferred) or 202-205-3182. Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of PRCBs since January 1, 2001?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of PRCBs from China, Malaysia, or Thailand for delivery after December 31, 2003?

No Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces PRCBs in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **DATA ON ALL PRCBs IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **all PRCBs** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each subject country (China, Malaysia, and Thailand) and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the boxes provided.

China Malaysia Thailand All other sources combined¹

Item	Calendar years		
	2001	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (1,000 units)			
BEGINNING-OF-PERIOD INVENTORIES (1,000 pounds)			
IMPORTS:²			
Commercial shipments (1,000 units)			
Commercial shipments (1,000 pounds)			
Value of commercial shipments (\$1,000)			
U.S. SHIPMENTS:			
Commercial shipments:			
Commercial shipments (1,000 units)			
Commercial shipments (1,000 pounds)			
Value of commercial shipments (\$1,000)			
Internal consumption/company transfers:			
Internal consumption/transfers (1,000 units)			
Internal consumption/transfers (1,000 pounds)			
Value ³ of internal consumption/transfers (\$1,000)			
EXPORT SHIPMENTS:⁴			
Export shipments (1,000 units)			
Export shipments (1,000 pounds)			
Value of export shipments (\$1,000)			
END-OF-PERIOD INVENTORIES⁵ (1,000 units)			
END-OF-PERIOD INVENTORIES⁵ (1,000 pounds)			
U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF INTERNET AUCTIONS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			
U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			

Item	Calendar years		
	2001	2002	2003
U.S. COMMERCIAL SHIPMENTS TO DISTRIBUTORS AS A RESULT OF INTERNET AUCTIONS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			
U.S. COMMERCIAL TO DISTRIBUTORS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			
ALL OTHER U.S. COMMERCIAL SHIPMENTS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			
<p>¹ Please identify these sources by country: _____</p> <p>_____</p> <p>² Identify the foreign producers, if known: _____</p> <p>_____</p> <p>³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____</p> <p>_____</p> <p>⁴ Identify your principal export markets: _____</p> <p>_____</p> <p>⁵ <u>Reconciliation of data</u>.--Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>_____</p> <p>⁶ <u>Reconciliation of data</u>.--Please note that the total of the data reported for commercial shipments in this table (U.S. commercial shipments to retailers plus U.S. commercial shipments to distributors plus all other U.S. commercial shipments) should equal the amount reported for U.S. commercial shipments on the previous page. This should be true for both the unit (number of bags) data and for the pounds data. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>_____</p>			

II-6. Quantity and value of U.S. imports, June 1, 2002-May 31, 2003--Report the quantity of your U.S. imports of all PRCBs by source:

	China	Malaysia	Thailand	All other combined	Total
1,000 Units	_____	_____	_____	_____	_____
1,000 Pounds	_____	_____	_____	_____	_____
\$1,000	_____	_____	_____	_____	_____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **DATA ON HIGH-END PRCBs IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **high-end PRCBs** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each subject country (China, Malaysia, and Thailand) and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the boxes provided.

China Malaysia Thailand All other sources combined¹

Item	Calendar years		
	2001	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (1,000 units)			
BEGINNING-OF-PERIOD INVENTORIES (1,000 pounds)			
IMPORTS:²			
Commercial shipments (1,000 units)			
Commercial shipments (1,000 pounds)			
Value of commercial shipments (\$1,000)			
U.S. SHIPMENTS:			
Commercial shipments:			
Commercial shipments (1,000 units)			
Commercial shipments (1,000 pounds)			
Value of commercial shipments (\$1,000)			
Internal consumption/company transfers:			
Internal consumption/transfers (1,000 units)			
Internal consumption/transfers (1,000 pounds)			
Value ³ of internal consumption/transfers (\$1,000)			
EXPORT SHIPMENTS:⁴			
Export shipments (1,000 units)			
Export shipments (1,000 pounds)			
Value of export shipments (\$1,000)			
END-OF-PERIOD INVENTORIES⁵ (1,000 units)			
END-OF-PERIOD INVENTORIES⁵ (1,000 pounds)			
U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF INTERNET AUCTIONS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			
U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:⁶			
Quantity (1,000 units)			
Quantity (1,000 pounds)			
The table and its footnotes are continued on the following page.			

Item	Calendar years		
	2001	2002	2003
U.S. COMMERCIAL SHIPMENTS TO DISTRIBUTORS AS A RESULT OF INTERNET AUCTIONS:⁶			
<i>Quantity (1,000 units)</i>			
<i>Quantity (1,000 pounds)</i>			
U.S. COMMERCIAL TO DISTRIBUTORS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:⁶			
<i>Quantity (1,000 units)</i>			
<i>Quantity (1,000 pounds)</i>			
ALL OTHER U.S. COMMERCIAL SHIPMENTS:⁶			
<i>Quantity (1,000 units)</i>			
<i>Quantity (1,000 pounds)</i>			
¹ Please identify these sources by country: _____ _____			
² Identify the foreign producers, if known: _____ _____			
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____ _____			
⁴ Identify your principal export markets: _____ _____			
⁵ <u>Reconciliation of data</u> .--Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____			
⁶ <u>Reconciliation of data</u> .--Please note that the total of the data reported for commercial shipments in this table (U.S. commercial shipments to retailers plus U.S. commercial shipments to distributors plus all other U.S. commercial shipments) should equal the amount reported for U.S. commercial shipments on the previous page. This should be true for both the unit (number of bags) data and for the pounds data. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____			

II-7a. Please describe the high-end PRCBs you import, including whether they vary by source. _____

II-8. **Quantity of U.S. imports, June 1, 2002-May 31, 2003--Report the quantity of your U.S. imports of high-end PRCBs by source:**

	China	Malaysia	Thailand	All other combined	Total
1,000 Units	_____	_____	_____	_____	_____
1,000 Pounds	_____	_____	_____	_____	_____
\$1,000	_____	_____	_____	_____	_____

PART II. TRADE AND RELATED INFORMATION--Continued

II-9a. **COMPARABILITY OF PRODUCTS.**--In making its determination on what is the "domestic like product" in these and other antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate, (6) price. **If you have firsthand knowledge concerning the similarities and/or differences between (1) high-end PRCBs; (2) PRCBs other than high-end PRCBs; (3) high-end laminated paper shopping bags; or (4) high-end non-laminated paper shopping bags in terms of the six factors listed above, please give us your views concerning such similarities and/or differences.** Please indicate clearly which product(s) you are comparing, and only compare those products that are produced in the United States. Photocopy this page and complete separate pages for each combination of products, as needed.

Physical characteristics and uses:

Interchangeability:

Channels of distribution:

Customer and producer perceptions of the products:

Common manufacturing facilities, production processes, and production employees:

Price:

PART II. TRADE AND RELATED INFORMATION--Continued

II-9b. **COMPARABILITY OF PRODUCTS.**—What domestically-produced products are most similar to imports of high-end PRCBs from China, Thailand, and Malaysia? _____

II-10. Please indicate whether at any time since January 1, 2001, your firm imported PRCBs produced or exported by any of the following firms in China, Malaysia, or Thailand. For each firm for which you answered “Yes,” indicate the amount you imported in 2003.

				Units (1,000 <u>bags</u>)	1,000 <u>Pounds</u>
Hang Lung Plastic Manuf. Ltd.....	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Don't know	_____	_____
Bee Lian Plastic Indust. Sdn. Bhd..	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Don't know	_____	_____
Thai Plastic Bags.....	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Don't know	_____	_____

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from William Deese (phone: 202-205-2626, email: wdeese@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers or direct import purchases of PRCBs imported from China, Malaysia, and Thailand during January 2001-December 2003.

If your firm imported PRCBs and sold them to other firms please complete question III-A-1, Sales Price Data, on page 13. You should report the total dollar values f.o.b. your U.S. point of shipment, not including U.S. inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to your firm (i.e., should be gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods).

If your firm imported PRCBs and used them in its own sales of merchandise, please complete question III-A-2, Purchase Price Data, on page 13. You should report your firm's direct import purchases of PRCBs imported from China, Malaysia, and Thailand. Values should be landed, duty-paid net values at the U.S. port of entry (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods).

Data are requested for the following products.

Product 1.—Small “t-shirt sack”-style bag with (a) dimensions 7-10" width x 4-6" side x 12-20" length, (b) 10-17 microns film thickness, (c) side gussets, and (d) printed with one or two colors on at least one side (5-30 percent ink coverage for entire bag)

Product 2.—Medium “t-shirt sack”-style bag with (a) dimensions 11-13" width x 6-8" side x 18-26", (b) 11-25 microns film thickness, (c) side gussets, and (d) printed with one or two colors on one side (5-30 percent ink coverage)

Product 3.—Large “t-shirt sack”-style bag with (a) dimensions 15 x 18" width x 8-10" side x 27-36 inch length, (b) 15-28 microns film thickness, (c) side gussets, and (d) printed with one or two colors on at least one side (5-30 percent ink coverage for entire bag)

Product 4.—Die-cut-handle-style merchandise bag with (a) dimensions 12-20" width x 3-5" side x 20-30" length, (b) 13-32 microns film thickness, (c) side gussets, and (d) printed with at least two colors on at least one side (5-30 percent ink coverage for entire bag)

PART III.—PRICING AND RELATED INFORMATION—Continued

Section III-A.—PRICE DATA—Continued

Product 5.—Die-cut-handle-style merchandise bag with (a) dimensions 12-18" width x 15-24" length, (b) no side gussets and with or without bottom gusset, (c) 30-75 microns film thickness, and (d) printed with at least one color on two sides (10-75 percent ink coverage for entire bag)

Product 6.—Drawstring-style merchandise bag with (a) dimensions 12-18" width x 15-22" length, (b) no side gussets with or without bottom gusset, (c) 35-75 microns film thickness, and (d) printed with 1 to 4 colors on two sides (75-100 percent ink coverage for entire bag)

Product 7.—Heat-sealed, square-bottomed merchandise or carry-out bag with (a) dimensions 9-18" width x 4-10" side x 12-22" length, (b) 50-150 microns film thickness, (c) side gussets, (d) separately applied flat flexible plastic handle, and (e) printed with 1-6 colors on up to 5 sides (5-100 percent ink coverage for entire bag)

Product 8.—High or low density resin bag with (a) dimensions 16" x 6" x 12" x 6", (b) rope handle (polypropylene or cotton), (c) 2 mil. or greater thickness, (d) top and bottom cardboard inserts, and (e) printed with 4 colors on 2 sides.

Product 9.—High or low density patch-handle resin bag with (a) dimensions 12" x 3" x 18", (b) side gussets, (c) 1 mil. or greater in thickness, and (d) printed with 4 colors on 2 sides.

PART III.—PRICING AND RELATED INFORMATION—Continued

Section III-A.—PRICE DATA—Continued

III-A-1. Sales Price Data

Complete this page only if you sell PRCBs directly to other firms. **COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products¹ imported from China, Malaysia, and Thailand and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 Product 2 Product 3 Product 4 Product 5
 Product 6 Product 7 Product 8 Product 9
 China Malaysia Thailand

(Quantity in 1,000 pounds ² and 1,000 units, value in dollars)			
Period of shipment	Quantity (1,000 Pounds)	Quantity (1,000 bags)	Value ³
2001:			
January-March			
April-June			
July-September			
October-December			
2002:			
January-March			
April-June			
July-September			
October-December			
2003:			
January-March			
April-June			
July-September			
October-December			
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>			
² Net weight shipped, exclusive of packing materials.			
³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.			

PART III.—PRICING AND RELATED INFORMATION—Continued

Section III-A.—PRICE DATA—Continued

III-A-2. Purchase Price Data

Complete this page only if you import PRCBs directly and include them in your firms' sales to consumers. **COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products¹ imported from China, Malaysia, and Thailand and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 Product 2 Product 3 Product 4 Product 5
 Product 6 Product 7 Product 8 Product 9
 China Malaysia Thailand

<i>(Quantity in 1,000 pounds² and 1,000 units, value in dollars)</i>			
Period of shipment	Quantity (1,000 Pounds)	Quantity (1,000 bags)	Value ³
2001:			
January-March			
April-June			
July-September			
October-December			
2002:			
January-March			
April-June			
July-September			
October-December			
2003:			
January-March			
April-June			
July-September			
October-December			
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>			
² Net weight shipped, exclusive of packing materials.			
³ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. landed, duty-paid, at the U.S. port of entry.			

PART III.—PRICING AND RELATED INFORMATION—Continued

Section III-B.—PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of PRCBs (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please submit all price lists or sample pages of price lists that you have issued since January 1, 2001.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for PRCBs imported from China, Malaysia, or Thailand (e.g., 2/10 net 30 days)? On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)?

III-B-4. Approximately what share of your firm's sales of PRCBs imported from China, Malaysia, or Thailand in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet-or-release provision? _____

(e) How often are the meet-or-release provisions invoked? _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet-or-release provision? _____
- (e) How often are the meet-or-release provisions invoked? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your PRCBs imported from China, Malaysia, or Thailand?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of PRCBs that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's sales of PRCBs imported from China, Malaysia, or Thailand? Please answer separately for each country?

- Northeast Mid-Atlantic Midwest Southeast
- Rocky Mountains West Coast Northwest National
- Other (describe) _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

IV-B-10. (a) Please list in order of importance any products that may be substituted for PRCBs.

(1)	(2)	(3)
-----	-----	-----

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for PRCBs?

No Yes—To what degree do changes in their prices affect the price for PRCBs? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of PRCBs or final end use?

IV-B-11. Please discuss whether (and the extent to which) the PRCBs that you import from China, Malaysia, or Thailand compete with (1) paper bags and (2) polyethylene bags other than PRCBs.

III-B-12. How has the demand within the United States (and outside the United States if known) for PRCBs changed since January 1, 2001? What were the principal factors affecting changes in demand?

III-B-13. Please describe to whom you sell high-end and, separately, other than high-end PRCBs (e.g., retailer, distributor, etc.).

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-14. Have there been any significant changes in the product range or marketing of PRCBs in the past five years?

No Yes—Please describe.

III-B-15. Does your firm purchase or sell PRCBs over the internet?

No Yes—Please answer the following questions.

For each internet sale/reverse auction in which your firm participated since January 1, 2001, please provide the following information (attach additional pages if necessary):

a) What was the name of the company sponsoring the auction? _____

b) When did the auction take place? _____

c) Which PRCB products were being purchased through the auction? _____

d) When was the PRCB product to be shipped to the purchaser?

e) What were the quantities of each PRCB product being purchased? _____

f) What were your opening and final bids on each PRCB product? _____

g) What was the winning bid on each PRCB product? _____

h) If your firm did not win, please explain why you did not bid any lower.

i) Who were the competing sellers, if known? _____

j) Who obtained the winning bid, if known? _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-16. Are PRCBs 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	China	Malaysia	Thailand	Other countries ²
United States				
China				
Malaysia				
Thailand				
¹ For any country-pair producing PRCBs which is <i>sometimes</i> or <i>never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				
² Indicate the country(s): <hr/>				

PART III.—PRICING AND RELATED INFORMATION—Continued

Section III-B.—PRICE-RELATED QUESTIONS—Continued

III-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between PRCBs produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are <i>always</i> significant, "F" to indicate that such differences are <i>frequently</i> significant, "S" to indicate that such differences are <i>sometimes</i> significant, "N" to indicate that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹				
Country-pair	China	Malaysia	Thailand	Other countries ²
United States				
China				
Malaysia				
Thailand				
¹ For any country-pair for which factors other than price <i>always or frequently</i> are a significant factor in your firm's sales of PRCBs, identify the country-pair and report the advantages or disadvantages imparted by such factors:				
² Identify the country(s):				

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for PRCBs imported from China, Malaysia, or Thailand during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of PRCBs from China, Malaysia, and Thailand that each of these customers accounted for in 2003.

	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					