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

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*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)).

|  |
|--|
| <b>Name of firm</b> _____  |
| <b>Address</b> _____   |
| <b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____   |
| <b>World Wide Web address</b> _____  |
| Has your firm produced <b>PRCBs</b> (as defined in the instruction booklet) at any time since January 1, 2001?   |
| <input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  |
| <input type="checkbox"/> <b>YES</b> (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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. 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. Do you support or oppose the petition? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No (that is, I do not wish my position on the petition to be made public)

I-4. 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> |
|------------------|----------------|----------------------------|
| _____            | _____          | _____                      |
| _____            | _____          | _____                      |

**PART I.--GENERAL QUESTIONS--Continued**

I-5. 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> |
|------------------|----------------|--------------------|
| _____            | _____          | _____              |
| _____            | _____          | _____              |

I-6. 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> |
|------------------|----------------|--------------------|
| _____            | _____          | _____              |
| _____            | _____          | _____              |

**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, modernizations, consolidations, closures, or shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted your production quantity or quality of the subject product since January 1, 2001?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of PRCBs?

No  Yes--List the following information.

Product

Basis for allocation of capacity data

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

\_\_\_\_\_  
\_\_\_\_\_

II-5. Does your firm produce other products using the same production and related workers employed to produce PRCBs?

No  Yes--List the following information.

Product

Basis for allocation of employment data

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PRCBs?

No  Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce PRCBs in a foreign trade zone (FTZ)?

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2001, has your firm produced any rigid-handle PRCBs in the United States?

No  Yes--Indicate the amount of such PRCBs that you produced in the United States in 2003 in 1,000 units (number of bags: \_\_\_\_\_ and in 1,000 pounds: \_\_\_\_\_).

II-9. Since January 1, 2001, has your firm imported PRCBs?

No  Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-10. **DATA ON ALL PRCBs.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **all PRCBs** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Please complete rows for both units (number of bags) and pounds, using a conversion factor applicable to your firm's PRCBs as needed.** Are your firm's records for PRCBs kept in units (number of bags), pounds, or both? \_\_\_\_\_

| Item   | Calendar years |      |      |
|--|----------------|------|------|
|  | 2001           | 2002 | 2003 |
| AVERAGE PRODUCTION CAPACITY <sup>1</sup> (1,000 units)     |                |      |      |
| AVERAGE PRODUCTION CAPACITY <sup>1</sup> (1,000 pounds)    |                |      |      |
| BEGINNING-OF-PERIOD INVENTORIES (1,000 units)              |                |      |      |
| BEGINNING-OF-PERIOD INVENTORIES (1,000 pounds)             |                |      |      |
| PRODUCTION (1,000 units)                                   |                |      |      |
| PRODUCTION (1,000 pounds)                                  |                |      |      |
| <b>U.S. SHIPMENTS:</b>                                     |                |      |      |
| <b>Commercial shipments:</b>                               |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000)  |                |      |      |
| <b>Internal consumption:</b>                               |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000) <sup>2</sup>                               |                |      |      |
| <b>Transfers to related firms:</b>                         |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000) <sup>2</sup>                               |                |      |      |
| <b>Shipments of product toll-produced for other firms:</b> |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value <sup>3</sup> (\$1,000)                               |                |      |      |
| <b>EXPORT SHIPMENTS:<sup>4</sup></b>                       |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000)  |                |      |      |
| END-OF-PERIOD INVENTORIES <sup>5</sup> (1,000 units)       |                |      |      |
| END-OF-PERIOD INVENTORIES <sup>5</sup> (1,000 pounds)      |                |      |      |

The table and its footnotes are continued on the following page.

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

**II-10. DATA ON ALL PRCBs--Continued**

| Item   | Calendar years |      |      |
|--|----------------|------|------|
|  | 2001           | 2002 | 2003 |
| <b>U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF INTERNET AUCTIONS:<sup>6</sup></b>            |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:<sup>6</sup></b> |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>U.S. COMMERCIAL SHIPMENTS TO DISTRIBUTORS AS A RESULT OF INTERNET AUCTIONS:<sup>6</sup></b>         |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>U.S. COMMERCIAL TO DISTRIBUTORS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:<sup>6</sup></b>        |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>ALL OTHER U.S. COMMERCIAL SHIPMENTS:<sup>6</sup></b>  |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>AVERAGE NUMBER OF PRWs</b>  |                |      |      |
| <b>HOURS WORKED BY PRWs (1,000 hours)</b>  |                |      |      |
| <b>WAGES PAID TO PRWs (\$1,000)</b>  |                |      |      |

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

<sup>3</sup> Value of the tolling fee received.

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> Reconciliation of data.--Please note that the data for units (number of bags) and also those for pounds reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments (U.S. shipments plus export shipments), equal end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

<sup>6</sup> Reconciliation of data.--Please note that the total of the data reported for commercial shipments on this page (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?

Yes  No--Please explain: \_\_\_\_\_

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

II-11. **DATA ON HIGH-END PRCBs.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **high-end PRCBs** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Please complete rows for both units (number of bags) and pounds, using a conversion factor applicable to your firm's PRCBs as needed.** Are your firm's records for PRCBs kept in units, pounds, or both? \_\_\_\_\_

| Item   | Calendar years |      |      |
|--|----------------|------|------|
|  | 2001           | 2002 | 2003 |
| AVERAGE PRODUCTION CAPACITY <sup>1</sup> (1,000 units)     |                |      |      |
| AVERAGE PRODUCTION CAPACITY <sup>1</sup> (1,000 pounds)    |                |      |      |
| BEGINNING-OF-PERIOD INVENTORIES (1,000 units)              |                |      |      |
| BEGINNING-OF-PERIOD INVENTORIES (1,000 pounds)             |                |      |      |
| PRODUCTION (1,000 units)                                   |                |      |      |
| PRODUCTION (1,000 pounds)                                  |                |      |      |
| <b>U.S. SHIPMENTS:</b>                                     |                |      |      |
| <b>Commercial shipments:</b>                               |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000)  |                |      |      |
| <b>Internal consumption:</b>                               |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000) <sup>2</sup>                               |                |      |      |
| <b>Transfers to related firms:</b>                         |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000) <sup>2</sup>                               |                |      |      |
| <b>Shipments of product toll-produced for other firms:</b> |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value <sup>3</sup> (\$1,000)                               |                |      |      |
| <b>EXPORT SHIPMENTS:<sup>4</sup></b>                       |                |      |      |
| Quantity (1,000 units)                                     |                |      |      |
| Quantity (1,000 pounds)                                    |                |      |      |
| Value (\$1,000)  |                |      |      |
| END-OF-PERIOD INVENTORIES <sup>5</sup> (1,000 units)       |                |      |      |
| END-OF-PERIOD INVENTORIES <sup>5</sup> (1,000 pounds)      |                |      |      |

The table and its footnotes are continued on the following page.

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

**II-11. DATA ON HIGH-END PRCBs--Continued**

| Item   | Calendar years |      |      |
|--|----------------|------|------|
|  | 2001           | 2002 | 2003 |
| <b>U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF INTERNET AUCTIONS:<sup>6</sup></b>  |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>U.S. COMMERCIAL SHIPMENTS TO RETAILERS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:<sup>6</sup></b>   |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>U.S. COMMERCIAL SHIPMENTS TO DISTRIBUTORS AS A RESULT OF INTERNET AUCTIONS:<sup>6</sup></b>   |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>U.S. COMMERCIAL TO DISTRIBUTORS AS A RESULT OF OTHER THAN INTERNET AUCTIONS:<sup>6</sup></b>  |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>ALL OTHER U.S. COMMERCIAL SHIPMENTS:<sup>6</sup></b>  |                |      |      |
| Quantity (1,000 units)   |                |      |      |
| Quantity (1,000 pounds)  |                |      |      |
| <b>AVERAGE NUMBER OF PRWs</b>  |                |      |      |
| <b>HOURS WORKED BY PRWs (1,000 hours)</b>  |                |      |      |
| <b>WAGES PAID TO PRWs (\$1,000)</b>  |                |      |      |
| <p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>   |                |      |      |
| <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, 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><sup>3</sup> Value of the tolling fee received.</p>   |                |      |      |
| <p><sup>4</sup> Identify your principal export markets: _____</p>  |                |      |      |
| <p><sup>5</sup> <b>Reconciliation of data.</b>--Please note that the data for units (number of bags) and also those for pounds reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments (U.S. shipments plus export shipments), equal end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____</p>   |                |      |      |
| <p><sup>6</sup> <b>Reconciliation of data.</b>--Please note that the total of the data reported for commercial shipments on this page (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> |                |      |      |

II.11a. Please describe the high-end PRCBs you produce.

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

II-12. If you reported transfers to related firms in question II-10, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-13. If you reported transfers to related firms in question II-11, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-14. Other than direct imports, has your firm otherwise purchased PRCBs since January 1, 2001? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

| Item   | Calendar years |      |      |
|--|----------------|------|------|
|  | 2001           | 2002 | 2003 |
| <b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b> |                |      |      |
| <b>CHINA, MALAYSIA, OR THAILAND:<sup>3</sup></b>                   |                |      |      |
| <b>All PRCBs:</b>  |                |      |      |
| 1,000 units  |                |      |      |
| 1,000 pounds   |                |      |      |
| \$1,000  |                |      |      |
| <b>High-end PRCBs:</b>   |                |      |      |
| 1,000 units  |                |      |      |
| 1,000 pounds   |                |      |      |
| \$1,000  |                |      |      |
| <b>ALL OTHER COUNTRIES:</b>  |                |      |      |
| <b>All PRCBs:</b>  |                |      |      |
| 1,000 units  |                |      |      |
| 1,000 pounds   |                |      |      |
| \$1,000  |                |      |      |
| <b>High-end PRCBs:</b>   |                |      |      |
| 1,000 units  |                |      |      |
| 1,000 pounds   |                |      |      |
| \$1,000  |                |      |      |
| Item   | Calendar years |      |      |
|  | 2001           | 2002 | 2003 |
| <b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>              |                |      |      |

|  |  |  |  |
|--|--|--|--|
| <b>All PRCBs:</b>  |  |  |  |
| 1,000 units  |  |  |  |
| 1,000 pounds   |  |  |  |
| \$1,000  |  |  |  |
| <b>High-end PRCBs:</b>   |  |  |  |
| 1,000 units  |  |  |  |
| 1,000 pounds   |  |  |  |
| \$1,000  |  |  |  |
| <b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>   |  |  |  |
| <b>All PRCBs:</b>  |  |  |  |
| 1,000 units  |  |  |  |
| 1,000 pounds   |  |  |  |
| \$1,000  |  |  |  |
| <b>High-end PRCBs:</b>   |  |  |  |
| 1,000 units  |  |  |  |
| 1,000 pounds   |  |  |  |
| \$1,000  |  |  |  |
| <sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.<br>_____<br>_____   |  |  |  |
| <sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.<br>_____<br>_____ |  |  |  |
| <sup>3</sup> Indicate the country or countries (China, Malaysia and/or Thailand) in which the PRCBs were produced.<br>_____<br>_____   |  |  |  |

II-14a. Please describe the high-end PRCBs you purchase, including whether they vary by source.

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

II-15a. **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:**

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**Interchangeability:**

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**Channels of distribution:**

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**Customer and producer perceptions of the products:**

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**Common manufacturing facilities, production processes, and production employees:**

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**Price:**

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**PART II.—TRADE AND RELATED INFORMATION—***Continued*

II-15b. **COMPARABILITY OF PRODUCTS**.—What domestically-produced products are most similar to imports of high-end PRCBs from China, Thailand, and Malaysia? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **Charles Yost (202-205-3432, or cyost@usitc.gov)**.

III-1. Who should be contacted regarding the requested financial information?

List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 \_\_\_\_\_ Ext. \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_ E-mail address \_\_\_\_\_

Your company's World Wide Website: \_\_\_\_\_

III-2. Briefly describe your Financial Accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_

If your fiscal year changed during the periods examined, explain below:

B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_

2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_

3. How often did your firm (or parent company) prepare financial statements (including \_\_\_\_\_ annual reports, 10K's)? Please check relevant items below.

Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_

Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_

Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-4. Describe briefly about your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-5. Other products.--Please list any other products you produced in the facilities in which you produced PRCBs, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

| <u>Product(s)</u> | <u>Share of sales</u> |
|-------------------|-----------------------|
| _____             | _____                 |
| _____             | _____                 |

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on PRCBs.--Consolidate and report the revenue and related cost information requested below on the **PRCB** (as defined) operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Do not include in these data the quantity or value of purchased PRCBs that your firm merely resells. Provide data for your three most recently completed fiscal years in chronological order from left to right; also provide data for the specified interim periods when the data are available. See instruction booklet for definitions.

| Item   | Fiscal years ended--                            |  |  |
|--|---|--|--|
|  |   |  |  |
| <b>Net sales quantities:<sup>2</sup></b>   | <b>Quantity in 1,000 units (number of bags)</b> |  |  |
| Commercial sales   |   |  |  |
| Internal consumption   |   |  |  |
| Transfers to related firms   |   |  |  |
| Total net sales quantities   |   |  |  |
| <b>Net sales quantities:<sup>2</sup></b>   | <b>Quantity in 1,000 pounds</b>                 |  |  |
| Commercial sales   |   |  |  |
| Internal consumption   |   |  |  |
| Transfers to related firms   |   |  |  |
| Total net sales quantities   |   |  |  |
| <b>Net sales values:<sup>2</sup></b>   | <b>Value in \$1,000</b>                         |  |  |
| Commercial sales   |   |  |  |
| Internal consumption   |   |  |  |
| Transfers to related firms   |   |  |  |
| Total net sales values   |   |  |  |
| <b>Cost of goods sold (including internal consumption and transfers to related firms):</b> |   |  |  |
| Raw materials and energy costs   |   |  |  |
| Direct labor   |   |  |  |
| Other factory costs  |   |  |  |
| Total cost of goods sold   |   |  |  |
| <b>Gross profit or (loss)</b>  |   |  |  |
| <b>Selling, general, and administrative (SG&amp;A) expenses:</b>                           |   |  |  |
| Selling expenses   |   |  |  |
| General and administrative expenses  |   |  |  |
| Total SG&A expenses  |   |  |  |
| <b>Operating income or (loss)</b>  |   |  |  |
| <b>Other income and expenses:</b>  |   |  |  |
| Interest expense   |   |  |  |
| All other expense items  |   |  |  |
| All other income items   |   |  |  |
| All other income or expenses, net  |   |  |  |
| <b>Net income or (loss) before income taxes</b>  |   |  |  |
| <b>Depreciation/amortization included above</b>  |   |  |  |

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

III-7 Is your firm able to provide financial information on its operations concerning production of high-end PRCBs?  
 \_\_\_\_\_ If so, please copy page 14, note that the page pertains to operations on high-end PRCBs, and submit the page with the rest of the questionnaire data.

III-8. Raw materials .--For the raw materials and energy costs reported in the product line income statement (III-6), breakout the costs of polyethylene resin, pigments, inks and packaging, and energy separately. Also state the cost flow method used for raw material inventory valuation. Provide data for your three most recently completed fiscal years in chronological order from left to right.

| <b>(Value in \$1,000)</b>                  |                             |  |  |
|--|-----------------------------|--|--|
| <b>Item</b>                                | <b>Fiscal years ended--</b> |  |  |
|  |                             |  |  |
| <b>Polyethylene resin</b>                  |                             |  |  |
| <b>Pigments</b>                            |                             |  |  |
| <b>Inks and packaging</b>                  |                             |  |  |
| <b>All other raw materials</b>             |                             |  |  |
| <b>Energy costs</b>                        |                             |  |  |
| Method of inventory valuation is:<br>_____ |                             |  |  |
| Energy costs are comprised of _____        |                             |  |  |

III-9. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on PRCBs, and the values of the property, plant, and equipment used in the production of PRCBs. Provide data for your three most recently completed fiscal years in chronological order from left to right.

| <b>(Value in \$1,000)</b>                    |                             |  |  |
|--|-----------------------------|--|--|
| <b>Item</b>                                  | <b>Fiscal years ended--</b> |  |  |
|  |                             |  |  |
| <b>Capital expenditures</b>                  |                             |  |  |
| <b>Research and development expenditures</b> |                             |  |  |
| <b>Property, plant, and equipment:</b>       |                             |  |  |
| Original cost                                |                             |  |  |
| Book value                                   |                             |  |  |

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of PRCBs from China, Malaysia, or Thailand?

No             Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

III-11. Does your firm anticipate any negative impact of imports of PRCBs from China, Malaysia, or Thailand?

No             Yes--My firm anticipates negative effects as follows:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**PART IV.--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](mailto:wdeese@usitc.gov)).

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

Company contact: \_\_\_\_\_  
Name and title  
\_\_\_\_\_  
Phone No. E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-December 2003:

**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)

**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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

Please note that the total dollar values should be f.o.b., U.S. point of shipment, and should not include 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).

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm.

Product 1     Product 2     Product 3     Product 4     Product 5   
 Product 6     Product 7     Product 8     Product 9

| (Quantity in pounds <sup>2</sup> and 1,000 bags, value in dollars)  |                            |                          |                    |
|---|----------------------------|--------------------------|--------------------|
| Period of shipment  | Quantity<br>(1,000 Pounds) | Quantity<br>(1,000 bags) | Value <sup>3</sup> |
| <b>2001:</b>  |                            |                          |                    |
| January-March   |                            |                          |                    |
| April-June  |                            |                          |                    |
| July-September  |                            |                          |                    |
| October-December  |                            |                          |                    |
| <b>2002:</b>  |                            |                          |                    |
| January-March   |                            |                          |                    |
| April-June  |                            |                          |                    |
| July-September  |                            |                          |                    |
| October-December  |                            |                          |                    |
| <b>2003:</b>  |                            |                          |                    |
| January-March   |                            |                          |                    |
| April-June  |                            |                          |                    |
| July-September  |                            |                          |                    |
| October-December  |                            |                          |                    |
| <sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:<br><hr/>      |                            |                          |                    |
| <sup>2</sup> Net weight shipped, exclusive of packing materials.  |                            |                          |                    |
| <sup>3</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 U.S. point of shipment. |                            |                          |                    |

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-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.

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

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced PRCBs (e.g., 2/10 net 30 days)?  
On what basis are your prices of domestic PRCBs usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced PRCBs 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           |                          |

IV-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 meet-or-release provisions invoked? \_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS-Continued**

IV-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 meet-or-release provisions invoked? \_\_\_\_\_

IV-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 U.S.-produced PRCBs?

| Source            | Share of 2003 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory    |                     |           |
| Produced to order |                     |           |
| <b>Total</b>      | <b>100%</b>         |           |

IV-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.

IV-B-9. What is the geographic market area in the United States served by your firm's PRCBs?

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

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-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.

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(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?

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IV-B-11. Please discuss whether (and the extent to which ) your PRCBs compete with (1) paper bags, and (2) polyethylene bags other than PRCBs.

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IV-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?

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

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-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.

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IV-B-15. Does your firm 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? \_\_\_\_\_

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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.

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i) Who were the competing sellers, if known? \_\_\_\_\_

j) Who obtained the winning bid, if known? \_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

| IV-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. <sup>1</sup> |       |          |          |                              |
|---|-------|----------|----------|------------------------------|
| Country-pair  | China | Malaysia | Thailand | Other countries <sup>2</sup> |
| United States   |       |          |          |                              |
| China   |       |          |          |                              |
| Malaysia  |       |          |          |                              |
| Thailand  |       |          |          |                              |
| <sup>1</sup> For any country-pair producing PRCBs which are <i>sometimes</i> or <i>never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
|   |       |          |          |                              |
| <sup>2</sup> Identify the country(s): _____   |       |          |          |                              |

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

| IV-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. <sup>1</sup> |       |          |          |                              |
|--|-------|----------|----------|------------------------------|
| Country-pair   | China | Malaysia | Thailand | Other countries <sup>2</sup> |
| United States  |       |          |          |                              |
| China  |       |          |          |                              |
| Malaysia   |       |          |          |                              |
| Thailand   |       |          |          |                              |
| <sup>1</sup> 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:  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
|  |       |          |          |                              |
| <sup>2</sup> Identify the country(s): _____  |       |          |          |                              |



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for PRCBs 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 shipments of PRCBs that each of these customers accounted for in 2003.

| No. | 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  |                 |  |                |                                |                         |



