

PURCHASERS' QUESTIONNAIRE
POLYETHYLENE TEREPHTHALATE RESIN FROM
INDIA, INDONESIA, TAIWAN, 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 January 25, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning polyethylene terephthalate (PET) resin from India, Indonesia, Taiwan, and Thailand (Invs. Nos. 701-TA-439-440 and 731-TA-1077-1080 (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)). Further information on this questionnaire can be obtained from **Nancy Bryan** (202-205-2088).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased PET resin (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2002?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
- 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 this investigation 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 this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation 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 PET resin from India, Indonesia, Taiwan, or Thailand into the United States or which are engaged in exporting PET resin from India, Indonesia, Taiwan, 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 PET resin?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of PET resin. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	2002	2003	2004
PURCHASES OF PET RESIN PRODUCED IN THE UNITED STATES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES OF PET RESIN PRODUCED IN:			
INDIA:			
<i>Quantity</i>			
<i>Value</i>			
INDONESIA:			
<i>Quantity</i>			
<i>Value</i>			
TAIWAN:			
<i>Quantity</i>			
<i>Value</i>			
THAILAND:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES OF PET RESIN PRODUCED IN ALL OTHER COUNTRIES:²			
<i>Quantity</i>			
<i>Value</i>			

¹ Do not include direct imports. If your firm has imported PET resin since January 1, 2002 please complete an importer's questionnaire.

² Please identify these countries: _____

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of PET resin from different sources (both domestic and foreign) have changed in the last three years, 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-3. If your firm has purchased PET resin from only one country, please explain the reasons for doing so.

II-4. a) Please provide comprehensive written descriptions of "cold fill", "hot fill" and "other" PET bottle-grade resin by: (i) describing the physical and chemical properties, end uses, and intrinsic viscosity ranges; (ii) identifying primary reactive monomers, together with their individual percent composition range by weight of PET polymer; (iii) identifying secondary reactive comonomers, together with their individual percent composition range by weight of PET polymer; and (iv) identifying non-reactive additives, together with their individual percent composition range by weight of the total formulation. Use additional pages as necessary.

Cold fill: _____

Hot fill: _____

PART II.--PURCHASES--Continued

Question II-4: PET Product Categories—*Continued*

Other: _____

b) Are the terms “cold fill” and “hot fill” resin commonly used in the bottle-grade PET resin industry? Please elaborate.

c) Provide a comprehensive narrative description of the differences between “cold fill,” hot fill” and any “other” types of bottle-grade PET resin.

d) Estimate the relative percent of purchases quantity in 2004 for each of the three product categories.

“Hot Fill” _____ PERCENT

“Cold Fill” _____ PERCENT

Other _____ PERCENT

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

If your answers differ materially by country, please respond separately for each country.

III-1. Which of the following best describes your firm as a purchaser of PET resin (check all that apply, noting the specific end uses if known)?

END USER/ CONVERTER (_____)

DISTRIBUTOR (_____)

Other (_____)

III-2. (a) If your firm is a distributor or reseller of PET resin, what are the major types of consumers to which you sell PET resin?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase PET resin?

III-3. If your firm is an end user/converter of PET resin, list in order of quantity of PET resin consumed, the top 3 products for which your firm purchases PET resin as a component part or input. Please indicate what percentage of the total cost is accounted for by PET resin.

Product you produce

Percent of cost accounted for by PET resin

- 1. _____
- 2. _____
- 3. _____

- 1. _____
- 2. _____
- 3. _____

III-4. (a) If your firm is an end user/ converter of PET , has the demand for your firm's final products incorporating PET resin changed since January 1, 2002?

Increased Unchanged Decreased

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

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

III-5. Identify any arrangements by which your firm procures or causes PET Resin to be procured and provides it to a converter or converters for production into end products. For each such arrangement, identify the converter and describe the transaction.

III-6. (a) Please list in order of importance any products that may be substituted for PET resin.

(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 PET resin?

No Yes--Please explain.

III-7. Are you aware whether the PET resin you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-8. Do you know the manufacturer of the PET resin that you purchase?

Always Usually Sometimes Never

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

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

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No Yes--Please explain.

III-11. How many suppliers do you generally contact before making a purchase?

III-12. Have you changed suppliers since January 1, 2002?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

III-14. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristics of the PET resin 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.

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

III-15. 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-16. Since January 1, 2002, have any domestic or foreign producers failed in their attempts to certify or qualify their PET resin with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for PET resin.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts and rebates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-17. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PET resin for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's PET resin line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-18. What characteristics does your firm consider when determining the quality of PET resin?

III-19. How often does your firm purchase the PET resin that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-20. Please list the names of any firms you considered price leaders in the PET resin market during January 2002-December 2004 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 PET resin type.

III-21. Please describe how the above firm(s) exhibited price leadership.

III-22. Does your firm purchase PET resin over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of PET resin in 2004 accounted for by internet purchases.

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

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

- United States
- India
- Indonesia
- Taiwan
- Thailand
- Other countries (Please specify _____)

IV-2. Is PET resin produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)?¹ Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.²

Country-pair	United States	India	Indonesia	Taiwan	Thailand	Other countries
United States						
India						
Indonesia						
Taiwan						
Thailand						

¹ Indicate whether your response would differ between PET resins used for hot-filled or cold-filled converter applications.

² For any country-pair producing PET resin which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-3. Do you or your customers ever specifically order PET resin from one country in particular over other possible sources of supply?

- No Yes--Please 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 PET resin from these countries is preferred over PET resin from other countries (please note the specific PET resin in your response).

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

- No Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased PET resin from one source although a comparable PET resin was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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

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

	compared to		

(specify country)		(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts and rebates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

IV-7. (a) How often does domestically produced PET resin meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported subject PET resin meet minimum quality specifications for your uses or your customers' uses?

INDIA: Always Usually Sometimes Rarely or never

INDONESIA: Always Usually Sometimes Rarely or never

TAIWAN: Always Usually Sometimes Rarely or never

THAILAND: Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject PET resin meet minimum quality 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

V-2. **COPY PAGES AS NECESSARY.** Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product¹ for which pricing is reported.

PURCHASES FROM U.S. PRODUCERS

Product 1A Product 1B Product 2

Product 3A Product 3B Product 4A Product 4B

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>		
Period of shipment	Quantity	Delivered value
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
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/>		

PART V.--PURCHASE PRICES--Continued

V-3. **COPY PAGES AS NECESSARY.** Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product¹ for which pricing is reported.

PURCHASES FROM U.S. IMPORTERS

Product 1A Product 1B Product 2
 Product 3A Product 3B Product 4A Product 4B

(Quantity in 1,000 pounds, value in \$1,000)		
Period of shipment	Quantity	Delivered value
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
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/>		

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of PET resin purchased during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of PET resin that each of these suppliers accounted for in 2004.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 purchases (%)
1					
2					
3					
4					
5					