

PRODUCERS' QUESTIONNAIRE
ARTISTS' CANVAS FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than February 2, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning artists' canvas from China (inv. No. 731-TA-1091 (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 produced artists' canvas (as defined in the instruction booklet) at any time since January 1, 2002?
<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 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 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 determination in the investigation is affirmative and an antidumping and duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping and 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, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

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 artists' canvas from China into the United States or which are engaged in exporting artists' canvas from China 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 artists' canvas?

No Yes--List the following information.

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

Please provide the following data for foreign related firms (report separately for each plant):

<i>Quantity in 1,000 square meters</i>								
Item	Bulk/rolled canvas				Finished/assembled canvas			
	2002	2003	2004	2005	2002	2003	2004	2005
Capacity								
Production								
Shipments:								
Home market								
Exports to U.S.								
Other export markets								
Total								

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jai Motwane (202-205-3176 or jai.motwane@usitc.gov). **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. Please indicate which activities characterize your firm's operations (check all that apply):

Coater--performs chemical coating (priming) of canvas

Converter--performs finishing/assembling of coated canvas

Other (please specify): _____

II-3. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of artists' canvas since January 1, 2002?

No

Yes--Supply details as to the time, nature, and significance of such changes.

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

II-4. Does your firm produce other products on the same equipment and machinery used in the production of artists' canvas?

No Yes--List these products, and indicate the share of your firm's total production accounted for by each of these products in 2005.

Products produced on same equipment and share of total production in 2005 (in percent):

<u>Product:</u>	<u>Percent</u>	<u>Product:</u>	<u>Percent</u>
Artists' canvas	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Please indicate the basis for your allocation of capacity data for artists' canvas in question II-13:

II-5. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-6. Does your firm produce other products using the same production and related workers employed to produce artists' canvas?

No Yes--List these products, and indicate the share of your firm's total production accounted for by each of these products in 2005.

Products produced using the same workers and share of total production in 2005 (in percent):

<u>Product:</u>	<u>Percent</u>	<u>Product:</u>	<u>Percent</u>
Artists' canvas	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Please indicate the basis for your allocation of employment data for artists' canvas in question II-13:

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

II-7. Briefly describe your firms' production process(es) for artists' canvas. Identify raw materials used, and indicate whether these materials are domestically produced or imported. (Attach additional pages if necessary.)

II-8a. Does your firm produce assembled artists' canvases from bulk canvas purchased from unrelated firms?

No

Yes--Please identify the producer(s) of bulk of canvas purchased by your firm and complete the table on the following page.

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

II-8b. Please provide the following information regarding your firm's U.S. conversion activities:

Item	Calendar year	
	2002	2005
Value in \$1,000		
Imported/purchased bulk/rolled canvas from--		
Domestic sources		
Foreign sources		
Total imported/purchased bulk/rolled canvas		
Conversion costs:		
Raw materials other than imported/purchased bulk/rolled canvas from--		
Domestic sources		
Foreign sources		
Total other raw materials		
Direct labor		
Factory overhead		
Total conversion costs		
Quantity in 1,000 square meters		
Total production of finished/assembled canvas		

II-9. Does your firm sell bulk/rolled artists' canvas to unrelated firms, whether foreign or domestic, that convert bulk canvas into assembled/stretched artists' canvas?

No Yes--Please identify the converters to which your firm sells bulk canvas.

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

II-10. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of artists' canvas?

No Yes--Identify the firm(s) with which your firm has a toll agreement, and describe the nature of the agreement. Include a description of the production process undertaken by the tolling firm, fees paid to the tolling firm, and indicate the quantity of your firm's production of artists' canvas processed by the tolling partner.

II-11. Does your firm produce artists' canvas in a foreign trade zone (FTZ)?

No Yes--Identify the FTZ(s) and describe the nature of production activities in these locations (attach additional pages if necessary).

II-12. Since January 1, 2002, has your firm imported artists' canvas?

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

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

II-13a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **bulk/rolled artists' canvas** in your U.S. establishment(s) during the specified periods. (See definitions in the instructions booklet.)

(Quantity in 1,000 square meters, value in \$1,000)				
Item	Calendar years			
	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (quantity)				
BEGINNING-OF-PERIOD INVENTORIES (quantity)				
PRODUCTION (quantity)				
U.S. SHIPMENTS:				
Commercial shipments:				
Quantity of commercial shipments				
Value of commercial shipments				
Internal consumption/transfers to related firms for producing assembled/finished canvas:				
Quantity of internal consumption/transfers				
Value ² of internal consumption/transfers				
Other internal consumption /transfers to related firms (please describe): _____				
Quantity of internal consumption/transfers				
Value ² of internal consumption/transfers				
EXPORT SHIPMENTS:				
Transfers to related foreign affiliates--				
Quantity of export shipments				
Value of export shipments				
Other export shipments--³				
Quantity of export shipments				
Value of export shipments				
END-OF-PERIOD INVENTORIES ⁴ (quantity)				
AVERAGE NUMBER OF PRWs				
HOURS WORKED BY PRWs (1,000 hours)				
WAGES PAID TO PRWs (value)				
<p>¹ 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>² 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 2002, 2003, 2004, and 2005 below:</p>				
<p>³ Identify your principal export markets: _____</p>				
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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>				

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

II-13b. Report the channels of distribution for your firm's U.S. commercial shipments of U.S.-produced **bulk/rolled artists' canvas**:

Distribution channel	Calendar year			
	2002	2003	2004	2005
	Quantity (1,000 square meters)			
U.S. shipments to converters				
U.S. shipments to distributors				
U.S. shipments to retailers				
U.S. shipments to end users				
Total commercial shipments ¹				
¹ <u>Reconciliation of data.</u> --Please note that the quantity of total commercial shipments reported above should mirror the quantity of commercial shipments reported in question II-13a (line 6). Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____				

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

II-13c. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **assembled artists' canvas** in your U.S. establishment(s) during the specified periods. (See definitions in the instructions booklet.)

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)				
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)				
PRODUCTION (<i>quantity</i>)				
U.S. SHIPMENTS:				
Commercial shipments:				
<i>Quantity</i> of commercial shipments				
<i>Value</i> of commercial shipments				
Internal consumption/transfers to related firms:				
<i>Quantity</i> of internal consumption/transfers				
<i>Value</i> ² of internal consumption/transfers				
EXPORT SHIPMENTS: ³				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)				
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)				
U.S. SHIPMENTS TO RETAILERS (<i>quantity</i>)				
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)				
AVERAGE NUMBER OF PRWs				
HOURS WORKED BY PRWs (<i>1,000 hours</i>)				
WAGES PAID TO PRWs (<i>value</i>)				
<p>¹ 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>² 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 2002, 2003, 2004, and 2005 below:</p>				
<p>³ Identify your principal export markets: _____</p>				
<p>⁴ Reconciliation of data--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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>				

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

II-14. Please report your firm's U.S. shipments of U.S.-produced artists' canvas by product type.

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
Bulk/rolled canvas:				
Print canvas (for digital printers)--				
<i>Quantity</i>				
<i>Value</i>				
Other-- (please describe: _____)				
<i>Quantity</i>				
<i>Value</i>				
Total--				
<i>Quantity</i>				
<i>Value</i>				
Finished/assembled canvas:				
Pre-stretched--				
<i>Quantity</i>				
<i>Value</i>				
Canvas panel--				
<i>Quantity</i>				
<i>Value</i>				
Archival board--				
<i>Quantity</i>				
<i>Value</i>				
Canvas pad--				
<i>Quantity</i>				
<i>Value</i>				
Floor coverings and placemats--				
<i>Quantity</i>				
<i>Value</i>				
Canvas kit--				
<i>Quantity</i>				
<i>Value</i>				
Digital print canvas--				
<i>Quantity</i>				
<i>Value</i>				

Table continued on following page

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

II-14.--Continued

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
Finished/assembled canvas:--continued				
Other-- (please describe: _____)				
<i>Quantity</i>				
<i>Value</i>				
Total--				
<i>Quantity</i>				
<i>Value</i>				
Finished/assembled canvas:				
Water color--				
<i>Quantity</i>				
<i>Value</i>				
Bleached--				
<i>Quantity</i>				
<i>Value</i>				

II-15. If you reported transfers to related firms in question II-13, 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.

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

II-16. Other than direct imports, has your firm otherwise purchased **bulk/rolled artists' canvas** since January 1, 2002? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--				
CHINA:				
<i>Quantity</i>				
<i>Value</i>				
ALL OTHER COUNTRIES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM DOMESTIC PRODUCERS:²				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM OTHER SOURCES:²				
<i>Quantity</i>				
<i>Value</i>				
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>				
² 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. <hr/> <hr/>				

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

II-17. Other than direct imports, has your firm otherwise purchased **assembled artists' canvas** since January 1, 2002? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--				
CHINA:				
<i>Quantity</i>				
<i>Value</i>				
ALL OTHER COUNTRIES:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM DOMESTIC PRODUCERS:²				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES FROM OTHER SOURCES:²				
<i>Quantity</i>				
<i>Value</i>				
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>				
² 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. <hr/> <hr/>				

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

II-18. Please describe the similarities and differences between bulk/rolled and assembled/finished artists' canvas with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) customer and producer perceptions:

(f) price:

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justine.jee@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

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 period 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, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
- 4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes artists' canvas, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. Briefly describe your allocation basis, if any, 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 artists' canvas, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6A. Operations on artists' canvas. (Commercial sales of bulk/rolled canvas only) --Report the revenue and related cost information requested below on the artists' canvas operations of your U.S. establishment(s).¹ Do not report resales of products. 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. Provide data for your four most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire. Please report separately for your operations on assembled/finished canvas and commercial sales of bulk/rolled canvas (do not include in these data the quantity or value of canvas that your firm further processes into finished canvas).

Commercial sales of bulk/rolled canvas

(Quantity in 1,000 square meters, value in \$1,000)				
Item	Fiscal years ended--			
	2002	2003	2004	2005
Net sales quantities:²				
Commercial sales				
Net sales values:²				
Commercial sales				
Cost of goods sold:				
Raw materials				
Direct labor				
Other factory costs				
Total cost of goods sold				
Gross profit or (loss)				
Selling, general, and administrative (SG&A) expenses:				
Selling expenses				
General and administrative expenses				
Total SG&A expenses				
Operating income or (loss)				
Other income and expenses:				
Interest expense				
All other expense items				
All other income items				
All other income or expenses, net				
Net income or (loss) before income taxes				
Depreciation/amortization included above				

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

² 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-6B. Operations on artists' canvas. (Assembled/finished canvas only)--Report the revenue and related cost information requested below on the artists' canvas operations of your U.S. establishment(s).¹ Do not report resales of products. 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. Provide data for your four most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire. Please report separately for your operations on assembled/finished canvas and commercial sales of bulk/rolled canvas (do not include in these data the quantity or value of canvas that your firm further processes into finished canvas).

Assembled/finished canvas *Do not report costs related to commercial sales of bulk/rolled canvas reported for III-6A.

(Quantity in 1,000 square meters, value in \$1,000)				
Item	Fiscal years ended--			
	2002	2003	2004	2005
Net sales quantities:²				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales quantities				
Net sales values:²				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales values				
Cost of goods sold (including internal consumption)				
Raw materials				
Direct labor				
Other factory costs				
Total cost of goods sold				
Gross profit or (loss)				
Selling, general, and administrative (SG&A)				
Selling expenses				
General and administrative expenses				
Total SG&A expenses				
Operating income or (loss)				
Other income and expenses:				
Interest expense				
All other expense items				
All other income items				
All other income or expenses, net				
Net income or (loss) before income taxes				
Depreciation/amortization included above				

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

² 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-7A. **Asset values (for bulk/rolled)**--Report the total assets associated with the production, warehousing, and sale of artists' canvas. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your four most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>				
Value of	Fiscal years ended--			
	2002	2003	2004	2005
Assets associated with the production, warehousing, and sale of product:				
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories				
D. All other current				
I. Total current assets (lines 1.A. through 1.D.)				
2. Non-current assets				
A. Property, plant, and equipment (PPE) at cost				
B. Less: Accumulated depreciation				
C. Equals: Book value of PPE				
D. All other non-current				
Total other non-current (lines 2.C. through 2.D.)				
3. Total assets (total current and non-current)				

PART III.--FINANCIAL INFORMATION--Continued

III-7B. Asset values (for **assembled/finished**)--Report the total assets associated with the production, warehousing, and sale of artists' canvas. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your four most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>				
Value of	Fiscal years ended--			
	2002	2003	2004	2005
Assets associated with the production, warehousing, and sale of product:				
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories				
D. All other current				
I. Total current assets (lines 1.A. through 1.D.)				
2. Non-current assets				
A. Property, plant, and equipment (PPE) at cost				
B. Less: Accumulated depreciation				
C. Equals: Book value of PPE				
D. All other non-current				
Total other non-current (lines 2.C. through 2.D.)				
3. Total assets (total current and non-current)				

PART III.--FINANCIAL INFORMATION--Continued

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on artists' canvas. Provide data for your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>				
Item	Fiscal years ended--			
	2002	2003	2004	2005
Capital expenditures:				
Bulk/rolled				
Assembled/finished				
Research and development expenditures				
Bulk/rolled				
Assembled/finished				

III-9A. For **bulk/rolled**--since January 1, 2002, 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 artists' canvas from China?

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

Cancellation, postponement, 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) _____

PART III.--FINANCIAL INFORMATION--Continued

III-9B. For **assembled/finished**--since January 1, 2002, 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 artists' canvas from China?

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

Cancellation, postponement, 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-10A. For **bulk/rolled**--does your firm anticipate any negative impact of imports of artists' canvas from China?

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

III-10B. For **assembled/finished**--does your firm anticipate any negative impact of imports of artists' canvas from China?

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 Nancy Bryan (202-205-2088 or nancy.bryan@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 2002-December 2005:

Product 1.—8x10 stretched canvas, medium-weight, 100% unbleached cotton duck, double-primed acrylic, standard stretcher strips (1-5/8" x 11/16"), side-stapled.

Product 2.—16x20 stretched canvas, medium-weight, 100% unbleached cotton duck, double-primed acrylic, standard stretcher strips (1-5/8" x 11/16"), side-stapled.

Product 3.—16x20 stretched canvas, medium-weight, 100% unbleached cotton duck, double-primed acrylic, standard stretcher strips (1-5/8" x 11/16"), stapled on back.

Product 4.—16x20 stretched canvas, medium-weight, 100% unbleached cotton duck, double-primed acrylic, standard stretcher strips (1-5/8" x 11/16"), with spline.

Product 5.—12x12 stretched canvas, gallery (or deep) stretcher bars (1-7/16" x 1-7/16" or 1-1/2" x 1-1/2"), 100% unbleached cotton duck, double-primed acrylic, stapled on back.

Product 6.—8x10 canvas panel (non-archival) with chipboard core, polyester/cotton canvas.

Product 7.—Double-primed, medium-weight, 100% unbleached cotton duck, 73" x 6 yards roll.

Product 8.—Inkjet printer canvas with top-coat for ink receptivity, polyester/cotton canvas, 36" x 40' roll.

Please note that 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 you (i.e., should be net of all deductions for discounts or rebates). See instructions booklet.

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please report the information requested below for returns or rejected shipments of your firm's U.S.-produced artists' canvas.

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
Bulk/rolled canvas				
Finished/assembled canvas				

Please describe the customers and products involved in the above data.. Use additional pages as necessary.

IV-B-2. Please describe how your firm determines the prices that it charges for sales of artists' canvas (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-3. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-4. What are your firm's typical sales terms for its U.S.-produced artists' canvas (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic artists' canvas usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-5. Approximately what share of your firm's sales of its U.S.-produced artists' canvas in 2005 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-6. 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? _____

IV-B-7. 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? _____

IV-B-8. 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 artists' canvas?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-9. (a) What is the approximate percentage of the total delivered cost of artists' canvas 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-10. Provide information on your free freight terms for sales to customers for 2004 and 2005 (e.g., minimum purchase value or volume qualifying for free freight), the average percentage of the value of your shipments in each year accounted for by artists' canvas, and the percentage of sales in each year that qualify for free freight.

	Free freight terms	% of total shipments accounted for by artists' canvas	% of total shipments qualifying for free freight
2004			
2005			

IV-B-11. What is the geographic market area in the United States served by your firm's artists' canvas?

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

IV-B-12. Describe the end uses of the artists' canvas that you manufacture. For each end-use product, what percentage of the total cost is accounted for by artists' canvas?

<u>End use</u>	<u>Share of total cost accounted for by artists' canvas (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-13. (a) Please list in order of importance any products that may be substituted for artists' canvas.

(1) _____ (2) _____ (3) _____

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

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-13. (c) Have changes in the prices of these products affected the price for artists' canvas?

- No Yes--To what degree do changes in their prices affect the price for artists' canvas? 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 artists' canvas or final end use?

IV-B-14. How has the demand within the United States (and outside the United States if known) for artists' canvas changed since January 1, 2002? What principal factors affect changes in demand? Please specify if your answer differs for artists' canvas in bulk roll form or in assembled form.

- Increased Unchanged Decreased

IV-B-15. Have there been any significant changes in the product range or marketing of artists' canvas since January 1, 2002?

- No Yes--Please describe.

IV-B-16. Does your firm sell artists' canvas over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of artists' canvas in 2005 accounted for by internet sales.

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-17. Is artist canvas produced in the United States and in other countries interchangeable (i.e., can it 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.			
Bulk/rolled: ^{1,2}			
Country-pair	United States	China	Other countries
United States			
China			
¹ Indicate whether your response would differ for bulk/rolled artists' canvas made of different materials (i.e., linen, cotton, or blends). <hr/> <hr/>			
² 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 bulk/rolled artists' canvas, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/>			
Assembled/finished: ^{3,4}			
Country-pair	United States	China	Other countries
United States			
China			
³ Indicate whether your response would differ for assembled/finished artists' canvas made of different materials (i.e., linen, cotton, or blends). <hr/> <hr/>			
⁴ 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 assembled/finished artists' canvas, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/>			

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-18. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between artists' canvas 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 *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.

Bulk/rolled:^{1,2}

Country-pair	United States	China	Other countries
United States			
China			

¹ Indicate whether your response would differ for bulk/rolled artists' canvas made of different materials (i.e., linen, cotton, or blends).

² For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of bulk/rolled artists' canvas, identify the country-pair and report the advantages or disadvantages imparted by such factors:

Assembled/finished:^{3,4}

Country-pair	United States	China	Other countries
United States			
China			

³ Indicate whether your response would differ for assembled/finished artists' canvas made of different materials (i.e., linen, cotton, or blends).

⁴ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of assembled/finished artists' canvas, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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 artists' canvas during 2002-2005. Please also provide the name and telephone number of a contact person, the share of the quantity of your firm's total shipments of artists' canvas that each of these customers accounted for in 2005, and the type of product shipped in 2005.

No.	Customer's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 sales (%)	Type of product
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2002: Did your firm lose sales of artists' canvas to imports of these products from **China**?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (units)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)