

PRODUCERS' QUESTIONNAIRE
POLYETHYLENE TEREPHTHALATE FILM, SHEET, AND STRIP
FROM BRAZIL, CHINA, THAILAND, AND THE UNITED ARAB EMIRATES

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

ATTN: Jim McClure

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

So as to be received by the Commission by no later than OCTOBER 12, 2007

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 terephthalate film, sheet and strip (PET film) from Brazil, China, Thailand, and the United Arab Emirates (UAE) (Inv. Nos. 731-TA-1131-1134 (Preliminary)). 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 PET film (as defined in the instruction booklet) at any time since January 1, 2004?

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

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these investigations in any other investigations of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges 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 30 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-1. 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-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.

Brazil--	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
China--	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Thailand--	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
UAE--	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> 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 these investigations is 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)

PART I.--GENERAL QUESTIONS--Continued

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>
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PET film from Brazil, China, Thailand and/or the UAE into the United States or which are engaged in exporting PET film from Brazil, China, Thailand and/or the UAE 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 PET film ?

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 **Jim McClure (202-205-3191 or james.mcclure@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.

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

II-2A. Has your firm experienced any plant openings, relocations, expansions, acquisitions, mergers, consolidations, closures (whether of plants or production lines), 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 PET film since January 1, 2004?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and specify whether any changes result from mergers or acquisitions.

II-2B. If your firm shut down any PET film plants or production lines since January 1, 2004, or if your firm expects any such closures in 2007 or 2008, please provide the capacity and the average age of the facilities that were (or are expected to be) closed, the date of closure, and the reason for closure.

<u>Type of film</u>	<u>Capacity (1,000 lbs)</u>	<u>Average age</u>	<u>Date shut down</u>	<u>Reason for closure</u>
PET:	_____	_____ years	_____	_____
	_____	_____ years	_____	_____

II-2C. If your firm anticipates any new PET film plants or production lines (or expansions of existing plants or production lines) in 2007 or 2008, please provide the capacity, the expected date the facilities will come on line, and the reason for such expansion.

<u>Type of film</u>	<u>Capacity (1,000 lbs)</u>	<u>Expected startup date</u>	<u>Reason for expansion</u>
PET:	_____	_____	_____
	_____	_____	_____

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

- No
- Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of capacity data</u>
_____	_____
_____	_____

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

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 PET film ?

No Yes--List the following information.

Product

Basis for allocation of employment data

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PET film ?

No Yes--Name firm: _____

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

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2004, has your firm imported PET film ?

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

II-9. In 2006, did your firm internally transfer (captively consume) any portion of its production of PET film to produce downstream product(s) (product(s) produced at least in part from internal transfers of PET film)?

No--Skip to question II-21 Yes--Complete questions II-10 through II-20

II-10. Approximately what share (*in percent*) of the volume of your firm's production of PET film in 2006 was transferred internally for the production of one or more downstream products?

_____ percent.

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

II-11. Please identify the downstream product(s) that your firm produces from internal transfers of PET film.

II-12. Was all of the PET film that your company transferred for internal processing actually processed into a downstream product?

Yes No—Please report the quantity and value sold in the PET film merchant market in 2006.

Quantity: _____ Value: _____

Please report the quantity and value in 2006 that was unusable and/or was used for some purpose other than the processing of a downstream product. Please also specify the purpose.

Quantity: _____ Value: _____ Purpose: _____

II-13. What share of the raw material cost of producing your downstream product(s) in 2006 was accounted for by PET film?

Downstream product	Share of raw material cost (in percent)

II-14. In 2006, was the PET film that you sold in the merchant market generally used in the production of downstream products by your customers?

No Don't know

Yes—Please identify your two major customers, the major downstream products involved, and the approximate share (in percent) of the volume of your merchant market sales of PET film in 2006 that was used in the production of downstream products by **all** of your customers.

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

II-15. In 2006, was any portion of your merchant market sales of PET film used by your customers to produce the same downstream product(s) that your firm produces from captively produced PET film?

No Don't know

Yes--Please indicate the approximate share (*in percent*) of the volume of your merchant market sales of PET film in 2006 that was used in the production of the same downstream products that your firm produces from captively produced PET film.

II-16. Please list each related company to which you transferred PET film during 2006, the ownership interest that your firm has in each related company, any other companies with an ownership interest in the related company, and their respective ownership shares in the related company.

Related company	Your ownership interest (<i>in percent</i>)	Other companies with an ownership interest	Their ownership interest (<i>in percent</i>)

II-17. In 2006, did the related company(ies) identified above source PET film from any companies other than your firm?

No Yes--Please list the other sources from which each related company obtained PET film and what percentage came from each source. Please also indicate whether or not the PET film from each other source was provided under a toll agreement.

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

II-21. **PET film.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of PET film in your U.S. establishment(s) during the specified calendar years. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar year			January-June	
	2004	2005	2006	2006	2007
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS Commercial shipments: <i>Quantity</i>					
<i>Value</i>					
Internal consumption to produce equivalent PET film: <i>Quantity</i>					
<i>Value</i> ¹					
Other internal consumption: ² <i>Quantity</i>					
<i>Value</i> ¹					
Transfers to related firms: <i>Quantity</i>					
<i>Value</i> ¹					
EXPORT SHIPMENTS: ³ <i>Quantity</i>					
<i>Value</i>					
END-OF-PERIOD INVENTORIES ⁴ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
U.S. SHIPMENTS TO PROCESSORS <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					
¹ 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 2004, 2005, and 2006 below:					
² Please explain how your firm consumes this PET film (e.g., producing what products): _____					
³ Identify your principal export markets: _____					
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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

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

II-22. If you reported transfers to related firms in question II-21, 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 by market 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

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

II-23. **PET film.**--Other than direct imports, has your firm otherwise purchased PET film since January 1, 2004? (See definitions in the instruction booklet.)

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

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar year			January-June	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PET FILM FROM--					
BRAZIL:					
Quantity					
Value					
CHINA:					
Quantity					
Value					
THAILAND:					
Quantity					
Value					
UAE:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. If your firm further processes this PET film into an equivalent PET film product, please so state. <hr/> <hr/>					
² Please list the name of the firm(s) from which your purchased this product and the source (country) for each supplier. <hr/> <hr/>					

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

II-24. **COMPARABILITY OF PET FILM AND EQUIVALENT PET FILM.**—Please describe the differences and similarities between **PET film** and **equivalent PET film** 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 **John Ascienzo (202-205-3175 or john.ascienzo@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 **PET film**, 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 **PET film**, 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-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of PET film from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of PET film that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on PET film); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--please contact **John Ascienzo at 202-205-3175**.

III-10. For each annual and interim period for which financial results are reported in question III-1, please report below the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's PET film operations.

III-11. **Operations on PET film** --Report the revenue and related cost information requested below on the **PET film** 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact **John Ascienzo at (202) 205-3175** before completing this section of the questionnaire.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
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 and transfers to related firms):					
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-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of PET film. 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 three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ending in --		
	2004	2005	2006
Assets associated with the production, warehousing, and sale of PET film:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe _____)			
F. Total current assets (lines 1.A. through 1.E.)			
2. Non-Current assets:			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
D. Other (describe _____)			
E. Total non-current assets (lines 2.C. and 2.D.)			
8. Total assets (lines 1.F. and 2.E.)			

PART III.--FINANCIAL INFORMATION--Continued

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on PET film. Also, in the space provided below, please describe the major capital expenditures made during each period. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Capital expenditures					
Research and development expenditures					
Description of capital expenditures (including amounts) during:					
FY ending in 2004 -- _____					
FY ending in 2005 -- _____					
FY ending in 2006 -- _____					
January-June 2007 -- _____					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2004, 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 PET film from Brazil, China, Thailand and/or the UAE?

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-17. Does your firm anticipate any negative impact of imports of PET film from Brazil, China, Thailand and/or the UAE?

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

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

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

COPY THIS PAGE AS NECESSARY. Please complete a separate page for each product and treatment combination that you produce and sell. Please provide delivered values.

Product:¹

Product 1
 Product 2
 Product 3
 Product 4
 Product 5

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
2007:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product, including gauge, end use market, and treatment (if any): <hr/> <hr/>		

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

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

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced PET film are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

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

(b) How frequently are contracts renegotiated? _____

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

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

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of PET film? _____

IV-B-6. What is the approximate percentage of the total delivered cost of PET film that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). 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.

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

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

IV-B-7. What is the geographic market area in the United States served by your firm's PET film?

IV-B-8. What other products may be substitutes for PET film?

IV-B-9. Describe the end uses of the PET film that you manufacture. For each end use product, what percentage of the total cost is accounted for by PET film?

IV-B-10. Is there any bright line distinguishing "thick" and "thin" films? If so, please specify where such line falls, and your reasons for distinguishing between the two.

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

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

IV-B-11. How has the demand within the United States (and outside the United States if known) for PET film changed since January 1, 2004? What were the principal factors affecting changes in demand?

IV-B-12. Have there been any significant changes in the product range or marketing of PET film in the past five years?

No Yes--Please describe.

IV-B-13. Do you do any processing/treatment that is also done, or could also be done, by your customers?

No Yes- we do treatment that is also done by our customers Yes- we do treatment that could also be done by our customers

Why is some processing/treatment of PET film done by producers and some done by your customers?

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

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

IV-B-14. Does your firm sell PET film over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of PET film in 2006 accounted for by internet sales.

IV-B-15. Is PET film produced in the United States and in other countries interchangeable (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 *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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Brazil	China	Thailand	The UAE	Other countries
United States						
Brazil						
China						
Thailand						
The UAE						

¹ For any country-pair producing PET film which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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 PET film during 2004-2006. 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 PET film that each of these customers accounted for in 2006.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
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, 2004: Did your firm lose sales of PET film to imports of these products from Brazil, China, Thailand or the UAE?

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 (<i>pounds</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)