

**U.S. PRODUCERS' QUESTIONNAIRE**

**POLYETHYLENE TEREPHTHALATE FILM, SHEET, AND STRIP  
FROM BRAZIL, CHINA, THAILAND AND THE UNITED ARAB EMIRATES**

**This questionnaire must be received by the Commission by no later than AUGUST 5, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced PET film (as defined in the instruction booklet) at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

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 50 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?

<input type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Take no position	<b>BRAZIL</b>
<input type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Take no position	<b>CHINA</b>
<input type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Take no position	<b>THAILAND</b>
<input type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Take no position	<b>UAE</b>

---

**PART I.--GENERAL INFORMATION--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 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 **Cynthia Trainor** (202-205-3354, [cynthia.trainor@usitc.gov](mailto:cynthia.trainor@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 number E-mail address

II-2A. 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 PET film since January 1, 2005?

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

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

II-2B. If your firm shut down any PET film plants or production lines since January 1, 2005, or if your firm expects any such closures in 2008 or 2009, 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.

Type of film	Capacity (1,000 lbs.)	Average age (years)	Shutdown date	Reason for closure

II-2C. If your firm anticipates any new PET film plants or production lines (or expansions of existing plants or production lines) in 2008 or 2009, please provide the capacity, the expected date the facilities will come on line, and the reason for such expansion.

Type of film	Capacity (1,000 lbs.)	Startup date	Reason for closure

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

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

No             Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<b><u>PET film</u></b>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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.

Basis for allocation of capacity data (*e.g.*, sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<b><u>PET film</u></b>	_____
_____	_____
_____	_____
_____	_____

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

II-6. Since January 1, 2005, 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(s): \_\_\_\_\_.

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

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

II-8. Since January 1, 2005, has your firm imported PET film?

No       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-9. During 2005-March 2008, 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 2007 was transferred internally for the production of one or more downstream products?

\_\_\_\_\_ percent.

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 2007.

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: \_\_\_\_\_

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

II-13. What share of the raw material cost of producing your downstream product(s) in 2007 was accounted for by PET film?

Downstream product	Share of raw material cost (in percent)
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-14. In 2007, 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 2007 that was used in the production of downstream products by **all** of your customers.

---



---



---

II-15. In 2007, 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 2007 that was used in the production of the same downstream products that your firm produces from captively produced PET film.

---



---



---

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

II-16. Please list each related company to which you transferred PET film during 2007, 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 (in percent)	Other companies with an ownership interest	Their ownership interest (in percent)

II-17. In 2007, 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.

---



---



---

II-18. Are your transfers to the related company(ies) identified above made through a toll operation (i.e., do you maintain legal title to the PET film that you transfer to the related company(ies))?

- Yes     No--Please indicate how the price at which your company sells PET film to the related company(ies) is established:
- Based on market prices for PET film.                       Based on a non-market formula.

If price is based on a non-market formula, please explain the formula for valuing the PET film, including what factors such as costs, profit, etc., are used to arrive at the value for the PET film transferred to the related company(ies).

---



---



---



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

II-21. 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 periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>					
<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: <hr/>					
<sup>3</sup> Identify your principal export markets: _____. 					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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**

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 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-23. Other than direct imports, has your firm otherwise purchased PET film since January 1, 2005?  
(See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF PRODUCT FROM--</b>					
BRAZIL:					
<i>Quantity</i>					
<i>Value</i>					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
THAILAND:					
<i>Quantity</i>					
<i>Value</i>					
UAE:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **John Ascienzo (202-205-3175, [john.ascienzo@usitc.gov](mailto:john.ascienzo@usitc.gov))**.

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

Company contact: \_\_\_\_\_  
Name and title

( ) \_\_\_\_\_  
Phone number E-mail 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,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

4. Accounting basis:  GAAP,  cash,  tax, or  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.

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

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

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:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of PET film from any related firm?

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.

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

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 (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 (202-205-3175, [john.ascienzo@usitc.gov](mailto:john.ascienzo@usitc.gov))**.

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring 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.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Non-recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

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

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).<sup>1</sup> 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.<sup>2</sup> 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, [john.ascienzo@usitc.gov](mailto:john.ascienzo@usitc.gov)) before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.					

**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, and as of the end of the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
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.)					
<b>2. Property, plant, and equipment</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>3. Other (describe: _____)</b>					
<b>4. Other (describe: _____)</b>					
<b>5. Total assets (lines 1.F., 2.C., 3 and 4)</b>					

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **PET film**. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

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

III-14. Since January 1, 2005, 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-15. Does your firm anticipate any negative impact of imports of PET film from Brazil, China, Thailand and/or the UAE?

---

---

---

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

Further information on this part of the questionnaire can be obtained from Ioana Mic (202-205-3196, Ioana.mic@usitc.gov)

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

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2005-March 2008.

**Product 1.** -- 48 gauge Plain film (for packaging/industrial markets).

**Product 2.** -- 48 gauge Corona-treated film (for packaging/industrial markets).

**Product 3.** -- 48 gauge Chemically-treated film (for packaging/industrial markets).

**Product 4.** -- 43-44 gauge Balance Shrink film (for thermal lamination).

**Product 5.** -- 45-60 gauge Shrink Stable film (for hot-stamping applications).

**Product 6.** -- 92 gauge Plain film (for packaging/industrial markets).

**Product 7.** -- 120 gauge. Plain film (for packaging/industrial markets).

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 instruction booklet.

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

IV-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008</b>						
January-March						
April-June						
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.  Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  Product 1: _____ Product 2: _____ Product 3: _____						

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

IV-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 4</b>		<b>Product 5</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.				
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 4: _____				
Product 5: _____				

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

IV-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 6</b>		<b>Product 7</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.				
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 6: _____				
Product 7: _____				

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

IV-3. 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-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---

---

---

IV-5. 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-6. Approximately what share of your firm's sales of its U.S.-produced PET film in 2007 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

IV-7. 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? \_\_\_\_\_

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

IV-8. 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-9. 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 PET film?

<u>Source</u>	<u>Share of sales, 2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

- IV-10. (a) What is the approximate percentage of the total delivered cost of PET film that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm  or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-11. What is the geographic market area in the United States served by your firm's PET film? (check all that apply)

- |                                    |  |                                     |                                    |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic            | <input type="checkbox"/> Midwest    | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains         | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National  | <input type="checkbox"/> Other (describe: _____) |                                     |                                    |

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

IV-12. 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?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-13. (a) Can other products be substituted for PET film?

No       Yes--Please list these substitute products in order of importance.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(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 film

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

IV-14. How has the demand within the United States (and outside the United States if known) for PET film changed since January 1, 2005? What principal factors affect changes in demand?

Increased                       No change                       Decreased

---

---

---

IV-15. Have there been any significant changes in the product range or marketing of PET film since January 1, 2005?

No                       Yes-- Please describe.

---

---

---

IV-16. 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 2007 accounted for by internet sales.

---

---

---

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

IV-17. 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 “0” to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	Brazil	China	Thailand	UAE	Other countries
United States					
Brazil					
China					
Thailand					
UAE					

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

IV-18. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between PET film 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.<sup>1</sup>

<b>Country-pair</b>	Brazil	China	Thailand	UAE	Other countries
United States					
Brazil					
China					
Thailand					
UAE					

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

IV-19. Please identify below the names and addresses of your firm's 10 largest customers for PET film during 2005-2007. 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 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



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

**IV-21. COMPETITION FROM IMPORTS--LOST SALES.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.**

Since January 1, 2005: Did your firm lose sales of PET film to imports of these products from Brazil, China, Thailand or the UAE

No                       Yes

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 (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)