

**U.S. PRODUCERS' QUESTIONNAIRE**

**NARROW WOVEN RIBBONS WITH WOVEN SELVEDGE FROM CHINA AND TAIWAN**

**This questionnaire must be received by the Commission by no later than May 5, 2010**

*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 countervailing duty and antidumping investigations concerning narrow woven ribbons with woven selvedge from China and Taiwan (Inv. Nos. 701-TA-467 and 731-TA-1164-1165 (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 narrow woven ribbons (as defined in the instruction booklet) at <u>any time</u> since January 1, 2007?
<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 these questionnaires and throughout this proceeding 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 this proceeding 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 proceeding 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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. **Petition support.**--Do you support or oppose the petition?

- |                             |                                  |                                 |   |
|-----------------------------|----------------------------------|---------------------------------|---|
| Antidumping – Taiwan        | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Antidumping – China         | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |
| Countervailing duty – China | <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position |

\_\_\_\_\_

I-4. **Ownership.**--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 INFORMATION--Continued**

I-5. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing narrow woven ribbons into the United States or which are engaged in exporting narrow woven ribbons to the United States?

No             Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation / Extent of Ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of narrow woven ribbons?

No             Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation / Extent of Ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-7. **Facilitator.**--Is your firm or any related or unrelated business partner, either domestic or foreign, engaged in importing or in facilitating the importation of narrow woven ribbons from China or Taiwan into the United States?

No             Yes--Provide the name, address, and affiliation of establishment(s), and a brief description of the firm(s) operations and role in facilitating imports of narrow woven ribbons.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727, [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (trade).**--Who should be contacted regarding the requested trade and related information?

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

Please indicate the means by which you may be contacted by the staff of the U.S. International Trade Commission regarding the confidential information submitted in response to this request.

E-mail address \_\_\_\_\_

Phone number ( ) \_\_\_\_\_

Fax number ( ) \_\_\_\_\_

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of narrow woven ribbons since January 1, 2007?

- | <i>(check as many as appropriate)</i>  | <i>(please describe)</i> |
|--|--------------------------|
| <input type="checkbox"/> plant openings .....                                    | _____<br>_____           |
| <input type="checkbox"/> plant closings.....                                     | _____<br>_____           |
| <input type="checkbox"/> relocations .....                                       | _____<br>_____           |
| <input type="checkbox"/> expansions .....  | _____<br>_____           |
| <input type="checkbox"/> acquisitions.....                                       | _____<br>_____           |
| <input type="checkbox"/> consolidations.....                                     | _____<br>_____           |
| <input type="checkbox"/> prolonged shutdowns or<br>production curtailments ..... | _____<br>_____           |
| <input type="checkbox"/> revised labor agreements.....                           | _____<br>_____           |
| <input type="checkbox"/> other ( <i>e.g.</i> , technology) .....                 | _____<br>_____           |

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since January 1, 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of narrow woven ribbons and/or using the same production and related workers employed to produce narrow woven ribbons (including embellishments)?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and narrow woven ribbons in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
Narrow woven ribbons	_____	_____
_____	_____	_____
_____	_____	_____

<b>(Quantity in square yards)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Overall Production Capacity</b>			
<b>Production of:</b>			
Narrow woven ribbons			
Other product _____			
Other product _____			

II-4. **Production constraints and product shifting.**--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. **Tolling.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of narrow woven ribbons?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-6. **Foreign trade zone.**--Does your firm produce narrow woven ribbons in a foreign trade zone (FTZ)?

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

II-7. **Importer.**--Since January 1, 2007, has your firm imported narrow woven ribbons?

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

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

II-8. **Trade data**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of narrow woven ribbons in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>Quantity (in square yards) and value (in \$1,000)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Average production capacity<sup>1</sup></b> (quantity) (A)			
<b>Beginning-of-period inventories</b> (quantity) (B)			
<b>Production</b> (quantity) (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments (D)			
Value of commercial shipments (E)			
<b>Internal consumption:</b>			
Quantity of internal consumption (F)			
Value <sup>2</sup> of internal consumption (G)			
<b>Transfers to related firms:</b>			
Quantity of transfers (H)			
Value <sup>2</sup> of transfers (I)			
<b>Export shipments:<sup>3</sup></b>			
Quantity of export shipments (J)			
Value of export shipments (K)			
<b>Spoilage<sup>4</sup></b> (quantity) (L)			
<b>End-of-period inventories</b> (quantity) (M)			
<b>Channels of distribution: (value)</b>			
U.S. shipments to wholesalers/distributors (N)			
U.S. shipments to industrial end users (O)			
U.S. shipments to retailers (P)			
U.S. retail shipments to final consumers (Q)			
<b>Employment data:</b>			
Average number of PRWs (number) (R)			
hours worked by PRWs (1,000 hours) (S)			
Wages paid to PRWs (value) (T)			
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/>			
<p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p> <hr/>			
<p><sup>3</sup> Identify your principal export markets: _____.</p>			
<p><sup>4</sup> Spoilage can account for any losses in inventory not accounted for by four firm's production and shipment data (e.g., these could represent product that were lost, stolen, destroyed, or just unaccounted for).</p>			

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

**II-9. Reconciliation of data.--**

- (a) Please note that the quantities reported in question II-8 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J - L = M$  Do these data reconcile?  Yes  No--(Please correct these data before submitting questionnaire)

$E + G + I = N + O + P + Q$  Do these data reconcile?  Yes  No--(Please correct these data before submitting questionnaire).

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line M of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

- Yes.  No--(Please correct these data before submitting questionnaire.  
Note that you may use the quantities reported under spoilage (line L) to account for any unexplained discrepancies between your import, shipment and inventory data.)

- II-10. **Spooling**--Report your firm's average spooling capacity used for your firm's U.S. shipments of narrow woven ribbon reported in question II-8.

Quantity ( <i>in square yards</i> )			
Item	Calendar years		
	2007	2008	2009
<b>Average spooling capacity:</b>			
<b>U.S.</b>			
<b>Other countries<sup>1</sup></b>			
<b>Total</b>			
<sup>1</sup> Identify other countries: _____			

- II-11. **Spooling capital investment**-- Please describe the source and extent of your firm's capital investment with respect to its narrow woven ribbon spooling capacity:

- (a) in the United States:

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- (b) outside the United States:

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

II-12. **Spooling process.**--Please describe the narrow woven ribbon spooling process and discuss the technical expertise involved in spooling narrow woven ribbons.

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II-13. **Spooling value added.**--Please estimate the value added to narrow woven ribbons through the spooling process in 2009:

<u>Country</u>	<u>Percent</u>
<u>In United States</u> _____	_____
<u>Outside United States</u> _____	_____

II-14. **Spooling production and related workers.**--Please report the number of production and related workers engaged in spooling narrow woven ribbons in 2009:

<u>Country</u>	<u>PRWs (number)</u>
<u>In United States</u> _____	_____
<u>Outside United States</u> _____	_____

II-15. **Spooling sourcing.**--With respect to the spooling process, please report the quantity and type of parts sourced in 2009:

<u>Country</u>	<u>Quantity</u> (square yards)	<u>Type of parts</u>
<u>In the United States</u> _____	_____	_____
<u>Outside the United States</u> _____	_____	_____



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

II-16. **Spooling costs and activities.**--With respect to the spooling process, please indicate any other costs and activities directly leading to production of the like narrow woven ribbons:

(a) In the United States:

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(b) Outside the United States:

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II-17. **Type of narrow woven ribbons.**--Estimate the share of your firm's U.S. shipments in 2009 of the following narrow woven ribbons (in percent):

<u>Product</u>	<u>Percent of 2009 value</u>
>50% Polyester	_____
>50% Nylon	_____
>50% Metallic	_____
Other fabric <sup>1</sup>	_____
Total	100.0

<sup>1</sup> Please describe the other fabric(s): \_\_\_\_\_

II-18. **Related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-19. **Purchases** --Other than direct imports, has your firm otherwise purchased narrow woven ribbons since January 1, 2007?(See definitions in the instruction booklet.)

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

(Quantity in square yards, value in \$1,000)			
Item	Calendar years		
	2007	2008	2009
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF NARROW WOVEN RIBBONS FROM--</b>			
China:			
<i>Quantity</i>			
<i>Value</i>			
Taiwan:			
<i>Quantity</i>			
<i>Value</i>			
Other sources: <sup>3</sup>			
<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/> <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/> <hr/>			
<sup>3</sup> Please indicate identify these sources. <hr/> <hr/>			

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, [mary.klir@usitc.gov](mailto:mary.klir@usitc.gov)).

III-1. **Contact information (financial).**--Who should be contacted regarding the requested financial information?

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

Please indicate the means by which you may be contacted by the staff of the U.S. International Trade Commission regarding the confidential information submitted in response to this request.

E-mail address \_\_\_\_\_

Phone number ( ) \_\_\_\_\_

Fax number ( ) \_\_\_\_\_

III-2. **Accounting system.**--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, 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 narrow woven ribbons, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced narrow woven ribbons, 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>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

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

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

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of narrow woven ribbons that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-8. **Related firms financials.**--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. **Inputs from related firms at cost.**--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

III-10. **Nonrecurring charges.**--For each annual 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 narrow woven ribbons operations.

Item	Fiscal years ended--		
	_____	_____	_____
<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 narrow woven ribbons.--Report the revenue and related cost information requested below on the narrow woven ribbons 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. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

Quantity (in square yards) and value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<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>			

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

III-12. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of narrow woven ribbons. 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)			
Item	Fiscal years ended--		
	_____	_____	_____
<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			
D. Other(describe: _____ )			
E. Total current assets (lines 1.A. through 1.D.)			
<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. Total assets</b> (lines 1.E., 2.C., and 3)			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on narrow woven ribbons. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Item	Fiscal years ended--		
	_____	_____	_____
<b>Capital expenditures</b>			
<b>Research and development expenses</b>			

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

III-14. **Effects of imports**--Since January 1, 2007, 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 narrow woven ribbons from China or Taiwan?

- 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. **Anticipated effects of imports**--Does your firm anticipate any negative impact of imports of narrow woven ribbons from China or Taiwan?

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

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov).

IV-1. **Contact information (price).**--Who should be contacted regarding the requested pricing and related information?

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

Please indicate the means by which you may be contacted by the staff of the U.S. International Trade Commission regarding the confidential information submitted in response to this request.

E-mail address \_\_\_\_\_

Phone number ( ) \_\_\_\_\_

Fax number ( ) \_\_\_\_\_

**PRICE DATA**

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2007–December 2009 of the following products produced by your firm. **NOTE: This section requests quantity to be reported in four units of measure: 1) square yards, 2) linear yards, 3) spools, and 4) kilograms. Please report your data in as many of these units of measure as possible.**

**Product 1.**—Single faced satin of solid color, without woven or applied embellishments,<sup>1</sup> with a woven selvedge with *no wire*, with a width of 3/8”.

**Product 2.**— Single faced satin of non-solid color, with or without woven or applied embellishments, with a woven selvedge with *no wire*, with a width of 7/8”.

**Product 3.**—Double faced satin of solid color, without woven or applied embellishments, with a woven selvedge with *no wire*, with a width of 3/8”.

**Product 4.**—Sheers of solid color, without woven or applied embellishments, with a woven selvedge *with wire*, with a width of 1½”.

**Product 5.**—Sheers of non-solid color, with or without woven or applied embellishments, with a woven selvedge, *with wire*, with a width of 7/8”.

**Product 6.**—Grosgrain of non-solid color, with or without applied embellishments, with a woven selvedge, with *no wire*, with a width of 7/8”.

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<sup>1</sup> Woven or applied embellishments include, but are not limited to: woven embellishments using a jacquard mechanism, narrow woven ribbon made from differently colored yarns (yarns dyed before weaving), screen printed embellishments, flexography printed embellishments, transfer printed embellishments, and foil stamped embellishments.

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

**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.**

**Has your firm or any related firm, either domestic or foreign, facilitated the importation of any narrow woven ribbons for your customers?**

Yes       No

**If Yes, please fill out and submit the attached Addendum to the U.S. Producers' Questionnaire.**

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

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

<b>(Quantity in square yards, linear yards, spools, and kilograms (kg); value in dollars)</b>										
<b>Period of shipment</b>	<b>Quantity in square yards</b>	<b>Quantity in linear yards</b>	<b>Quantity in spools</b>	<b>Quantity in kg</b>	<b>Value</b>	<b>Quantity in square yards</b>	<b>Quantity in linear yards</b>	<b>Quantity in spools</b>	<b>Quantity in kg</b>	<b>Value</b>
	<b>Product 1</b>					<b>Product 2</b>				
<b>2007:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
<b>2008:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
<b>2009:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
	<b>Product 3</b>					<b>Product 4</b>				
<b>2007:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
<b>2008:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
<b>2009:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										

<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: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

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

<b>(Quantity in square yards, linear yards, spools, and kilograms (kg); value in dollars)</b>										
<b>Period of shipment</b>	<b>Product 5</b>					<b>Product 6</b>				
	<b>Quantity in square yards</b>	<b>Quantity in linear yards</b>	<b>Quantity in spools</b>	<b>Quantity in kg</b>	<b>Value</b>	<b>Quantity in square yards</b>	<b>Quantity in linear yards</b>	<b>Quantity in spools</b>	<b>Quantity in kg</b>	<b>Value</b>
<b>2007:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
<b>2008:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										
<b>2009:</b>										
Jan-March										
Apr-June										
July-Sept										
Oct-Dec										

<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 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

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

IV-3. Please provide a list of your firm's most common "fancy" ribbons (including metallic ribbons) and identify the type of embellishment and their corresponding sales prices in a consistent unit of measure below:

<u>Description of type of fancy ribbon</u>	<u>Sales price per unit (please specify unit of measure below)</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

IV-4. **Price setting.--** How does your firm determine the prices that it charges for sales of narrow woven ribbons (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction       Contracts       Set price lists
- Internet sales
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-5. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts       Annual total volume discounts       No discount policy
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-6. **Pricing terms for narrow woven ribbons.--**

- (a) What are your firm's typical sales terms for its U.S.-produced narrow woven ribbons (*e.g., 2/10 net 30 days*)? \_\_\_\_\_.

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

IV-6. (b) On what basis are your prices of domestic narrow woven ribbons usually quoted? (check one)  
 F.o.b.--Please specify point: \_\_\_\_\_  Delivered

IV-7. **Contract versus spot.**--Approximately what shares of your firm's sales of its U.S.-produced narrow woven ribbons in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

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

IV-8. **Long-term contract provisions.**--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?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet-or-release provision?  Yes  No
- (e) How often do you make deliveries to the customer? \_\_\_\_\_

IV-9. **Short-term contract provisions.**--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?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet-or-release provision?  Yes  No
- (e) How often do you make deliveries to the customer? \_\_\_\_\_

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

IV-10. **Lead times.**--What is your share of sales both from inventory and produced to order and 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 narrow woven ribbons?

<u>Source</u>	<u>Share of value of sales in 2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

IV-11. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of narrow woven ribbons 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 are delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of narrow woven ribbons (check all that apply)? Please answer this question in reference to the delivery location of your shipments.

Geographic area	√ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

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

IV-13. **End uses.**--Describe the end uses of the narrow woven ribbons that you manufacture. For each end-use product, what percentage of the total cost is accounted for by narrow woven ribbons?

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

IV-14. **Substitutes.**--Please list in order of importance any products that may be substituted for narrow woven ribbons. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for narrow woven ribbons, and to what degree, the length of any time lag of such an effect.

Substitute	Application	Have changes in the prices of this substitute affected the price for narrow woven ribbons?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____

IV-15. **Demand trends.**--

(a) How has the demand within the United States for narrow woven ribbons changed since January 1, 2007? What principal factors affect changes in demand?

- Increased     
  No Change     
  Decreased     
  Fluctuated

\_\_\_\_\_

\_\_\_\_\_



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

**IV-15. Demand trends.--Continued**

(b) How has the demand outside the United States (if known) for narrow woven ribbons changed since January 1, 2007? What principal factors affect changes in demand?

- Increased       No Change       Decreased       Fluctuated

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**IV-16. Product changes.--**Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of narrow woven ribbons since 2007?

- No       Yes--Please describe and quantify if possible.

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**IV-17. Business cycles.--**

(a) Is narrow woven ribbons market subject to business cycles or conditions of competition (including seasonal business) distinctive to narrow woven ribbons?

- No (skip to question IV-17.)  
 Yes-- Please describe below and then answer part (b).

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(b) Have there been any changes in the business cycles or conditions of competition for narrow woven ribbons since January 1, 2007?

- No     Yes-- Please describe.

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

IV-18. **Supply constraints.**--Has your firm refused, declined, or been unable to supply narrow woven ribbons since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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IV-19. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce narrow woven ribbons and whether your firm expects these trends to continue.

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IV-20. **Sales practices.**--Please describe the way your firm sells and packages narrow woven ribbons to its customers. In your response, please address whether your firm (a) sells a random assortment of U.S.-produced product types in a tray, (b) sells different product types or designs separately, (c) sells an assortment based on customers' specific requests for certain sizes or designs, or (d) mixes products sourced domestically with products from subject sources and/or from non-subject sources.

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

IV-21. **Interchangeability.**--Are narrow woven ribbons 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>	China	Taiwan	Mexico	Other countries
United States				
China				
Taiwan				
Mexico				
Other countries				

<sup>1</sup> For any country-pair producing narrow woven ribbons which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-22. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between narrow woven ribbons 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>	China	Taiwan	Mexico	Other countries
United States				
China				
Taiwan				
Mexico				
Other countries				

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of narrow woven ribbons, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

IV-23. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for narrow woven ribbons since 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 narrow woven ribbons that each of these customers accounted for in 2009.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2009 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



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

**IV-25. COMPETITION FROM IMPORTS--LOST SALES.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS PROCEEDING.**

Since January 1, 2007: Did your firm lose sales of domestically-produced narrow woven ribbons to imports of these products from subject sources in China or Taiwan?

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 ( <i>in square yards</i> )	Rejected U.S. price (total value-- <i>dollars</i> )	Country of origin	Competing import price (total value— <i>dollars</i> )