

**IMPORTERS' QUESTIONNAIRE
ARTISTS' CANVAS FROM CHINA**

Return completed questionnaire to:

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

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning artists' canvas from China (inv. No.731-TA-1091 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena** or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm imported artists' canvas (as defined in the instruction booklet) from any country at any time since January 1, 2002?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing artists' canvas from China into the United States or which are engaged in exporting artists' canvas from China to the United States?

No Yes—List the following information.

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

PART II.-TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jai Motwane (202-205-3176 or jai.motwane@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of artists' canvas since January 1, 2002?

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

II-3. Has your firm arranged for the importation of artists' canvas from China for delivery after December 31, 2005?

No Yes--Indicate when such orders are to be delivered and the quantities involved.

Bulk/rolled: _____

Assembled/finished: _____

II-4. If your firm also produces artists' canvas in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II. TRADE AND RELATED INFORMATION *Continued*

II-5. Which of the following best describes your firm as an importer of artists' canvas (check all that apply)?

END USER/CONVERTER

DISTRIBUTOR

RETAILER

Other (please describe) _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7a. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **bulk/rolled artists' canvas** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China (primed in China) China (primed in India) All other sources combined¹

(Quantity in 1,000 square meters, value in \$1,000)				
Item	Calendar years			
	2002	2003	2004	2005
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)				
IMPORTS:				
<i>Quantity</i> of imports				
<i>Value</i> of imports				
U.S. SHIPMENTS:				
Commercial shipments:				
<i>Quantity</i> of commercial shipments				
<i>Value</i> of commercial shipments				
Internal consumption/company transfers for producing assembled canvas:				
<i>Quantity</i> of internal consumption/transfers				
<i>Value</i> ³ of internal consumption/transfers				
Other Internal consumption/ transfers to related retailers (please describe): _____				
<i>Quantity</i> of internal consumption/transfers				
<i>Value</i> ³ of internal consumption/transfers				
EXPORT SHIPMENTS:				
Transfers to related foreign affiliates--				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
Other export shipments--⁴				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)				
¹ Please identify these sources: _____ ² Identify the foreign producers, if known: _____ ³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, 2004, and 2005 below: _____ ⁴ Identify your principal export markets: _____ ⁵ Reconciliation of data. --Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-17b. Report the channels of distribution for your firm's U.S. commercial shipments of imported **bulk/rolled artists' canvas**:

Distribution channel	Calendar year			
	2002	2003	2004	2005
	Quantity (1,000 square meters)			
U.S. SHIPMENTS TO CONVERTERS				
U.S. SHIPMENTS TO DISTRIBUTORS				
U.S. SHIPMENTS TO RETAILERS				
U.S. SHIPMENTS TO END USERS				
TOTAL COMMERCIAL SHIPMENTS ¹				
<p>¹ <u>Reconciliation of data.</u>--Please note that the quantity of total commercial shipments reported above should mirror the quantity of commercial shipments reported in question II-17a (line 7). Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>				

PART II. TRADE AND RELATED INFORMATION—Continued

II-7b. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **assembled artists' canvas** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China (primed in China) China (primed in India) All other sources combined¹

<i>(Quantity in 1,000 square meters, value in \$1,000)</i>				
Item	Calendar years			
	2002	2003	2004	2005
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)				
IMPORTS:				
Produced by foreign affiliates-- <i>Quantity of imports</i>				
<i>Value of imports</i>				
Produced by unrelated firms--² <i>Quantity of imports</i>				
<i>Value of imports</i>				
U.S. SHIPMENTS:				
Commercial shipments:				
<i>Quantity of commercial shipments</i>				
<i>Value of commercial shipments</i>				
Internal consumption/ transfers to related retailers:				
<i>Quantity of internal consumption/transfers</i>				
<i>Value³ of internal consumption/transfers</i>				
EXPORT SHIPMENTS:⁴				
<i>Quantity of export shipments</i>				
<i>Value of export shipments</i>				
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)				
U.S. SHIPMENTS TO RETAILERS (<i>quantity</i>)				
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)				
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)				

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, 2004, and 2005 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART II. TRADE AND RELATED INFORMATION - *Continued*

II-8. Please report your firm's U.S. shipments of imported artists' canvas by product type. **Report separately for China and for all other sources combined** (copy this page as necessary).

China (primed in China) China (primed in India) All other sources combined¹

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

Table continued on following page.

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

II-8.--Continued

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

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

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

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) customer and producer perceptions:

(f) price:

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. SELLING PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and sold by your firm to unrelated U.S. companies. **For multi-packs, report each item in the pack as an individual unit.**

China (primed in China) China (primed in India)
 Product 1 Product 2 Product 3 Product 4 Product 5 Product 6
 Product 7 Product 8

<i>(Quantity in units for products 1-6 and in square meters for products 7 and 8, value in 1,000 dollars)</i>						
	Sales to Distributors		Sales to Retailers		Sales to Converters	
Period of shipment	Quantity	Value ²	Quantity	Value ²	Quantity	Value ²
2002:						
January-March						
April-June						
July-September						
October-December						
2003:						
January-March						
April-June						
July-September						
October-December						
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						
July-September						
October-December						

¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

² 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.

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

Section III-B.--PRICE-RELATED QUESTIONS

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

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

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

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

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

III-B-4. What are your firm's typical sales terms for artists' canvas imported from China (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-5. Approximately what share of your firm's sales of its artists' canvas imported from China in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-5. 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? _____

III-B-6. 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? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of artists' canvas?

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

III-B-8. (a) What is the approximate percentage of the total delivered cost of artists' canvas that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

Section III-B.--PRICE-RELATED QUESTIONS

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

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

III-B-10. What is the geographic market area in the United States served by your firm's artists' canvas?

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

III-B-11. Describe the end uses of the artists' canvas that you import from China. For each end-use product, what percentage of the total cost is accounted for by artists' canvas?

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

III-B-12. (a) Please list in order of importance any products that may be substituted for artists' canvas.

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

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

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-12. (c) Have changes in the prices of these products affected the price for artists' canvas?

- No Yes--To what degree do changes in their prices affect the price for artists' canvas? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of artists' canvas or final end use?

III-B-13. How has the demand within the United States (and outside the United States if known) for artists' canvas changed since January 1, 2002? What principal factors affect changes in demand? Please specify if your answer differs for artists' canvas in bulk roll form or in assembled form.

- Increased Unchanged Decreased

III-B-14. Have there been any significant changes in the product range or marketing of artists' canvas since January 1, 2002?

- No Yes--Please describe.

III-B-15. Does your firm sell artists' canvas over the internet?

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

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

Section III-B.--PRICE-RELATED QUESTIONS

IV-B-16. Is artist canvas produced in the United States and in other countries interchangeable (i.e., can it physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *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.

Bulk/rolled:^{1,2}

Country-pair	United States	China	Other countries
United States			
China			

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

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

Assembled/finished:^{3,4}

Country-pair	United States	China	Other countries
United States			
China			

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

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

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

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

IV-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between artists' canvas produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.

Bulk/rolled:^{1,2}

Country-pair	United States	China	Other countries
United States			
China			

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

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

Assembled/finished:^{3,4}

Country-pair	United States	China	Other countries
United States			
China			

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

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

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for artists' canvas imported from China during 2002-2005. Please also provide the name and telephone number of a contact person, the share of the quantity of your firm's total imports of artists' canvas from China that each of these customers accounted for in 2005, and the type of product shipped in 2005.

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