IMPORTERS' QUESTIONNAIRE LAMINATED WOVEN SACKS FROM CHINA

This questionnaire must be received by the Commission by no later than May 8, 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 countervailing duty and antidumping investigations concerning laminated woven sacks from China (inv. Nos. 701-TA-450 and 731-TA-1122 (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 t	firm
Address	
City	State Zip code
World W	ide Web address
-	irm imported laminated woven sacks ("LW sacks") (as defined in the instruction booklet) from any country at ince January 1, 2005?
	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
YES	(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

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 these investigations 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 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.

Data

Name and Title of Authorized Official

Duie	
()	()
Phone	Fax

Signature of Authorized Official

 \overline{E} mail address

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.

Is your firm owned, in	whole or in part, by any other firm?	
	es-List the following information.	
<u>Firm name</u>	Address	Extent of ownership
	any related firms, either domestic or f from China into the United States or w ne United States?	
	es-List the following information.	
Firm name	Address	Affiliation

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PART I.-<u>GENERAL QUESTIONS</u>-Continued

I-5.	Does your firm have any relat production of LW sacks?	ted firms, either	domestic or foreign,	which are engaged in the
	No Yes-List	the following in	formation.	
	Firm name	Address		Affiliation
I-6.	Please indicate the nature of y answer may be applicable.	our firm's impo	rting operations on]	LW sacks. More than one
	Importer of record		Takes title to	the imported product(s)
	Consignee of the imported	d product(s)	Customs bro	ker or freight forwarder
I-7.	If your firm is an importer of consignees below (company r			0 1
I-8.	Please indicate whether your foreign trade zones or bonded		sacks into, or withdr	raws such merchandise from,
	Foreign trade zones	No D	les	
	Bonded warehouses	No D	les	
I-9.	Please indicate whether your bond) program.	firm imports LW	sacks under the TI	B (temporary importation under
	\square_{No} \square_{Yes}			
I-10.	To your knowledge, have the import relief investigations in			n been the subject of any other untries?
	No Yes-Plea	se specify.		

Importers' Questionnaire - Laminated Woven Sacks, 701-TA-450 and 731-TA-1122 (Final)

PART II.-TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408; chris.cassise@usitc.gov). **Supply all data requested on a <u>calendar-year</u> 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.	consolidations, clos	sures, or prolonged shutdown character of your operations	relocations, expansions, acquisitions, as because of strikes or equipment failure, or any or organization relating to the importation of LW
	No	Yes-Supply details as to the	e time, nature, and significance of such changes.
I-3.	Has your firm impo December 31, 2007		ortation of LW sacks from China for delivery after
	No	Yes–Indicate when such or	lers are to be delivered and the quantities involved
	Quantity (number of sacks)	Date of delivery

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

PART II.-<u>TRADE AND RELATED INFORMATION</u>-Continued

II-5. **IMPORTS FROM CHINA**.–Report your firm's imports and your firm's shipments and inventories of LW sacks imported by your firm from China during the specified periods. (See definitions in the instruction booklet.)

(<i>Quantity</i> in number of sacks, <i>value</i> in	\$1,000) (8,000 sad	ks=1 short ton=907 ki	lograms)
14		Calendar years	
Item	2005	2006	2007
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
IMPORTS:1			
Quantity of imports			
<i>Value</i> of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers: ²			
Quantity of internal consumption/transfers			
Value ³ of internal consumption/transfers			
EXPORT SHIPMENTS: ³			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (quantity)			
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)			
U.S. SHIPMENTS TO END USERS (quantity)			
¹ Identify the foreign producers, if known:			
² Sales to related firms (including internal consump use a different basis for valuing these sales within your and provide value data using that basis for 2005, 2006,	company, please s	pecify that basis (e.g., c	n the event that you cost, cost plus, etc.)
³ Identify your principal export markets:			
⁴ <u>Reconciliation of data</u> Note that the quantities r inventories, plus imports, less total shipments, equals e	eported above shou end-of-period invent	uld reconcile as follows: ories. Do the data repo	beginning-of-period rted reconcile?
Yes No–Please explain:			

PART II.-TRADE AND RELATED INFORMATION-Continued

II-5a. **IMPORTS FROM CHINA**.-Complete this question only if you imported LW sacks from one or more of the following producers/exporters in China:

- (1) Han Shing Chemical Co., Ltd. (also known as Han Shing Bulk Bag Co., Ltd.
- (2) Ningbo Yong Feng Packaging Co., Ltd.
- (3) Zibo Aifudi Plastic Packaging Co., Ltd.
- (4) Polywell Industrial Co. (also known as First Way (H.K.) Limited)
- (5) Zibo Linzi Worun Packing Product Co., Ltd.
- (6) Shandong Qikai Plastics Product Co., Ltd.
- (7) Changle Baodu Plastic Co. Ltd.
- (8) Zibo Linzi Shuaiqiang Plastics Co. Ltd.
- (9) Zibo Linzi Qitianli Plastic Fabric Co. Ltd.
- (10) Shandong Youlian Co. Ltd
- (11) Zibo Linzi Luitong Plastic Fabric Co. Ltd.
- (12) Wenzhou Hotson Plastics Co. Ltd
- (13) Jiangsu Hotson Plastics Co. Ltd.
- (14) Cangnan Color Make the Bag Co., Ltd.
- (15) Zibo Qigao Plastic Cement Co. Ltd

Copy this page as necessary: For each exporter listed above from which your firm imported LW sacks, separately report your firm's monthly imports and end-of-period inventories during the specified periods.

Name of exporter: _____

<i>Quantity</i> in number o	f sacks (8,000 sacks=1 short ton=	907 kilograms)
Firm	Imports	End-of-period inventories
January 2007		
February 2007		
March 2007		
April 2007		
May 2007		
June 2007		
July 2007		
August 2007		
September 2007		
October 2007		
November 2007		
December 2007		
Total		

PART II.-<u>TRADE AND RELATED INFORMATION</u>-Continued

II-6. <u>IMPORTS FROM All OTHER COUNTRIES</u>.-Report your firm's imports and your firm's shipments and inventories of LW sacks imported by your firm from all other countries¹ except China during the specified periods. (See definitions in the instruction booklet.)

ltem	Calendar years		
Item	2005	2006	2007
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
IMPORTS: ²		•	
Quantity of imports			
Value of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers: ³			
Quantity of internal consumption/transfers			
Value ³ of internal consumption/transfers			
EXPORT SHIPMENTS:4			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES ⁵ (quantity)			
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)			
U.S. SHIPMENTS TO END USERS (quantity)			
¹ Please identify these countries:		J	

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 2005, 2006, and 2007 below:

⁴ Identify your principal export markets:

⁵ <u>Reconciliation of data</u>.--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

No–Please explain:

PART II.-<u>TRADE AND RELATED INFORMATION</u>-Continued

II-7. Please report the quantity and value of your firm's 2005 and 2007 imports of each type of LW sack.

	2005		2007	
U.S. imports	Quantity (number of sacks)	Value (\$1,000)	Quantity (number of sacks)	Value (\$1,000)
U.S. imports from-				
China				
Tubular LW sacks				
Vertical seam LW sacks				
Subtotal				
All other countries				
Tubular LW sacks				
Vertical seam LW sacks				
Subtotal				
Total				

II-8. Please report the quantity and value of your firm's 2005 and 2007 imports of each type of LW sack.

	20	05	20	07
U.S. imports	Quantity (number of sacks)	Value (\$1,000)	Quantity (number of sacks)	Value (\$1,000)
U.S. imports from-				
China				
Paper laminated LW sacks				
BOPP-film laminated LW sacks				
Subtotal				
All other countries				
Paper laminated LW sacks				
BOPP-film LW sacks				
Subtotal				
Total				

Importers' Questionnaire - Laminated Woven Sacks, 701-TA-450 and 731-TA-1122 (Final)

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403; james.fetzer@usitc.gov).

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

Company contact:

Name and title

Phone No.

E-mail address

Section III-A.-<u>PRICE DATA</u>

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from **ANY** country during January 2005-December 2007:

Product 1.--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 15" x 3.5" x 27" (plus or minus 1 inch in any or all directions), fabric 70 g/m² (plus or minus 6 g/m²), coating 20 g/m², (plus or minus 5 g/m²), film 22 g/m² (plus or minus 6 g/m²).

Product 2.--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 16" x 6" x 39" (plus or minus 1 inch in any or all directions), fabric 80 g/m² (plus or minus 8 g/m²), coating 20 g/m² (plus or minus 5 g/m²), film 22 g/m² (plus or minus 6 g/m²).

Product 3.--Woven polypropylene fabric laminated to biaxially-oriented polypropylene ("BOPP") reverse printed film, ink coverage 200%, measuring 13" x 2" x 24" (plus or minus 1 inch in any or all directions), fabric 75 g/m² (plus or minus 6 g/m²), coating 20 g/m² (plus or minus 5 g/m²), film 25 g/m² (plus or minus 6 g/m²).

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 <u>FINAL NET</u> amount paid to you (i.e., should be net of all deductions for discounts or rebates). Please report separately for each country from which your firm imports LW sacks; check the appropriate box at the top of the page and photocopy as necessary.

PART III.-PRICING AND RELATED INFORMATION-Continued

Section III-A.-<u>PRICE DATA</u>-Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from ANY country and sold by your firm to unrelated U.S. customers. Also complete a separate page for each country from which you import.

Product 1 Pr	oduct 2	Product 3
China 🗌 Oth	er:	

Period of shipment	Quantity	Value
005:		
January-March		
April-June		
July-September		
October-December		
006:		
January-March		
April-June		
July-September		
October-December		
007:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product speci- product, provide a description of your product:	ications but is competitive with	the specified

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of LW sacks (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-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for LW sacks 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-4. Approximately what share of your firm's sales of its LW sacks imported from China in 2006 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	

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?

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

Section III-B.--<u>PRICE-RELATED QUESTIONS</u>

- 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 LW sacks?

Source	Share of 2007 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 LW sacks 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.

III-B-9. What is the geographic market area in the United States served by your firm's LW sacks?

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

III-B-10. Describe the end uses of the LW sacks that you import from China. For each end-use product, what percentage of the total cost is accounted for by LW sacks?

End use	Share of total cost accounted for by LW sacks (percent)			

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

Section III-B.--<u>PRICE-RELATED QUESTIONS</u>--Continued

III-B-11.	(a) Please list in order of importance any products that may be substituted for LW sacks.				
	(1)	(2)	(3)		
	-	(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.			
		in the prices of these products Yes–To what degree do cha acks? Does this effect have a t ach substitute product? Does t	nges in their prices affect th ime lag? If so, how long is	ne price for LW the time lag for	
III-B-12.		How has the demand within the United States (and outside the United States if known) for LW sacks changed since January 1, 2005? What principal factors affect changes in demand?			
			· _ ·		
III-B-13.	Have there been a January 1, 2005?	any significant changes in the p	oroduct range or marketing o	of LW sacks since	
III-B-14.		ell LW sacks over the internet? Yes–Please describe, noting ales of LW sacks in 2007 acco	the estimated percentage o	f your firm's total	

PART III.--<u>PRICING AND RELATED INFORMATION</u>--Continued

Section III-B.--<u>PRICE-RELATED QUESTIONS</u>--Continued

III-B-15. Are LW sacks 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.¹

Country-pair	United States	China	Other countries
United States			
China			

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

PART III.--<u>PRICING AND RELATED INFORMATION</u>--Continued

Section III-B.--<u>PRICE-RELATED QUESTIONS</u>--Continued

III-B-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between LW sacks 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 *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of LW sacks 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 LW sacks imported from China 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 imports of LW sacks from China that each of these customers accounted for in 2007.

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