

**PRODUCERS' 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced laminated woven sacks ("LW sacks") (as defined in the instruction booklet) at any time since January 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

\_\_\_\_\_  
*Email 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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_ hours \_\_\_\_\_ dollars

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

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

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

I-3. Do you support or oppose the petition? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigations is affirmative and an antidumping and/or countervailing duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to Customs and Border Protection for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

I-4. Is your firm owned, in whole or in part, by any other firm?

No     Yes--List the following information.

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

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing LW sacks from China into the United States or which are engaged in exporting LW sacks from China to the United States?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of LW sacks?

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 Chris Cassise (202-708-5408; chris.cassise@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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of LW sacks since January 1, 2005?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

No       Yes--Provide the following information.

(Quantity in number of sacks) (8,000 sacks=1 short ton=907 kilograms)			
Item	Calendar years		
	2005	2006	2007
Annual capacity for all products			
Production of:			
LW sacks (subject product) <sup>1</sup>			
Other LW sacks over 1 kg in weight			
Flexible intermediate bulk containers			
Other non-laminated woven sacks			
Paper sacks			
Other _____			
Other _____			

<sup>1</sup> Reported production of LW sacks should equal production reported in question II-9 below.

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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II-5. Does your firm produce other products using the same production and related workers employed to produce LW sacks?

No       Yes--Provide the following information.

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

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of LW sacks?

No       Yes--Name firm: \_\_\_\_\_

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

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

II-8. Since January 1, 2005, has your firm imported LW sacks?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of LW sacks in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in number of sacks, value in \$1,000) (8,000 sacks=1 short ton=907 kilograms)</i>			
Item	Calendar years		
	2005	2006	2007
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>PRODUCTION</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )			
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )			
<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 capacity, including any allocations, and explain any changes in reported capacity.</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 2005, 2006, and 2007 below:</p> <hr/> <p><sup>3</sup> Identify your principal export markets: _____</p> <p><sup>4</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-10. What date did you commence any trial production of LW sacks? \_\_\_\_\_

What date did you commence commercial production of LW sacks? \_\_\_\_\_

After having commenced commercial production of LW sacks, did your firm subsequently suspend or cease production at any time after January 1, 2005?

No       Yes--Provide dates of non-production and recommencement of production, if applicable.

II-11. Please indicate whether your firm performs the following manufacturing processes in its production of certain LW sacks. Also provide the cost of production or purchase price for each manufacturing step performed by your firm in the production of LW sacks in 2007.

If your firm is not an integrated producer and therefore does not perform one or more of the processes below report your purchase prices of the inputs as specified below. Please report your production costs or purchase prices below in the following manner:

**U.S. production cost:** If your firm does perform the stage of production in the United States then report your cost of production in this column.

**Purchase price of U.S. content:** If your firm does not perform the stage of production but rather purchases the input from a U.S. producer then report your purchase price in this column.

**Purchase price of foreign content:** If your firm does not perform the stage of production but rather imports or purchases imports for this input then report your purchase price in this column.

Processing stage	Cost of production (dollars/sack)				
	Does your firm perform this processing stage? (check one)		U.S. production cost	Purchase price of-- 1	
	Yes	No		U.S. content <sup>2</sup>	Foreign content
Production of the woven fabric					
Production of woven sack					
Production of BOPP film					
Printing operations using--					
BOPP film					
Paper					
Lamination to the woven sack of--					
BOPP film					
Paper					
Finishing operations (e.g. seam closure, etc.)					
Other _____					
Total					

<sup>1</sup> Please indicate the source of purchases by company and country of origin: \_\_\_\_\_

<sup>2</sup> Please identify the quantity and type of parts/raw materials sourced in the United States: \_\_\_\_\_

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

II-12. Describe the technical expertise required by your firm in each of your manufacturing activities involved in the production of LW sacks.

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II-13. Since January 1, 2005, has your firm produced LW sacks with a vertical back seam?  
 No       Yes--When did your firm commence production of this type of product?\_\_\_\_\_

II-14. Since January 1, 2005, has your firm produced LW sacks in tubular form?  
 No       Yes--When did your firm commence production of this type of product?\_\_\_\_\_

II-15. If you produce both LW sacks in tubular form and LW sacks with a vertical back seam, please report the quantity and value of your firm's 2005 and 2007 U.S. shipments of each type of LW sack?

Item	Quantity (# of sacks)		Value (\$1,000)	
	2005	2007	2005	2007
Tubular LW sacks				
Vertical back seam sacks				

II-16. What are the differences in the production process between LW sacks in tubular form and LW sacks with a vertical back seam? What are the differences in the technology or equipment required, the capital expenditures associated with each, and the costs in the manufacturing of the two types of products?

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II-17. Since January 1, 2005, has your firm produced LW sacks laminated to an exterior ply of paper (paper-laminated woven sacks)?  
 No       Yes--When did your firm commence production of this type of product?\_\_\_\_\_

II-18. Since January 1, 2005, has your firm produced LW sacks laminated to an exterior ply of biaxially-oriented polypropylene film ("BOPP film") (BOPP-laminated woven sacks)?  
 No       Yes--When did your firm commence production of this type of product?\_\_\_\_\_

II-19. If you produce LW sacks with both a paper exterior ply and a BOPP film exterior ply, then report the quantity and value of your firm's 2005 and 2007 U.S. shipments of each type of LW sack.

Item	Quantity (# of sacks)		Value (\$1,000)	
	2005	2007	2005	2007
BOPP-film LW sacks				
Paper LW sacks				

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

II-20. What are the differences in the production process between paper LW sacks and BOPP-film LW sacks? What are the differences in the technology or equipment required, the capital expenditures associated with each, and the costs in the manufacturing of the two types of products?

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II-21. If you reported transfers to related firms in question II-9, 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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II-22. Other than direct imports, has your firm otherwise purchased LW sacks since January 1, 2005? (See definitions in the instruction booklet.)

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

<b>(Quantity in number of sacks, value in \$1,000) (8,000 sacks=1 short ton=907 kilograms)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2005</b>	<b>2006</b>	<b>2007</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>			
<b>China:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>ALL OTHER COUNTRIES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			



**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247 or mary.klir@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes\_\_\_No\_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes LW sacks, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

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

III-5. Other products.--Please list any other products you produced in the facilities in which you produced LW sacks, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

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

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

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

III-7. In the space provided below, identify the inputs related to the production of LW sacks that your firm receives from related parties.

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

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

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

III-9. All intercompany profit on inputs purchased from related parties that are eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-12 (Operations on LW sacks); 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. For each annual and interim period for which financial results are reported in question III-12, please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's LW sacks operations.

III-11. Please submit any feasibility and/or break-even studies for your LW sacks operations that were prepared contemporaneously with the decision and investment to enter the U.S. market for LW sacks. Such documents include: (1) contemporaneous market research, (2) return on investment analysis, (3) investment proposals submitted to a board of directors and/or a financial institution, (4) research on the manufacturing technology required to produce LW sacks, and (5) any sales and/or revenue forecasts along with break-even analysis.

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

III-12. **Operations on LW sacks.**--Report the revenue and related cost information requested below on the LW Sacks operations of your U.S. establishments.<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.

<b>(Quantity in number of sacks, value in \$1,000) (8,000 sacks=1 short ton=907 kilograms)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Net sales quantities:<sup>3</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
<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 or (loss)</b>			
<b>Other income and expenses:</b>			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
<b>Net income or (loss) before income taxes</b>			
<b>Depreciation/amortization included above</b>			

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Please list on a separate page, the expense categories which include internal inputs and inputs from related firms at cost and the value of such inputs included in each expense category. If you normally value such inputs differently for accounting or other internal reporting purposes, please provide such values for each expense category and an explanation of the derivation or basis for those values.

<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

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

III-13. Value Added - For the reported raw material costs in question III-12, please provide the percentage of total raw material costs that reflect U.S. content (raw material inputs purchased from U.S. producers) and the percentage of total raw material inputs that reflect foreign content (directly imported or purchased imports of raw material inputs) for your most recently completed fiscal year.

<i>(Percent)</i>	
Item	Fiscal year ended--
	_____
<b>Raw material costs:</b>	
U.S. content - woven fabric	
U.S. content - other than woven fabric <sup>1</sup>	
Foreign content <sup>2</sup>	
Total	100
<sup>1</sup> Please identify the other raw materials sourced in the United States: _____	
<sup>2</sup> Please identify the raw materials and the country source(s): _____	

III-14. For the reported total cost of goods sold and SG&A expenses in question III-12, please provide the percentages of variable costs and fixed costs for your three most recently completed fiscal years in chronological order from left to right.

<i>(Percent)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Total cost of goods sold and SG&amp;A expenses:</b>			
Variable costs			
Fixed costs			

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

III-15. Asset values.--Report the total assets associated with the production, warehousing, and sale of LW sacks. 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.

<b>(Value in \$1,000)</b>			
<b>Value of</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Inventories (raw materials and work in process)			
E. Other (describe _____)			
F. Total current assets (lines 1.A. through 1.E.)			
<b>2. Property, plant, and equipment</b>			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
<b>3. Other (describe _____)</b>			
<b>4. Total assets (lines 1.F., 2.C., and 3)</b>			

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

III-16a. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on LW sacks. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

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

III-16b. Please describe the major capital expenditures and research and development expenditures in the data provided above. If the expenditures relate to specific fiscal years or interim periods, please so state.

Capital expenditures:  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Research and development expenditures:  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-17. Since January 1, 2005, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of LW sacks from China?

- 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-18. Does your firm anticipate any negative impact of imports of LW sacks from China?

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

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



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

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm to unrelated U.S. customers.

Product 1  Product 2  Product 3

<b>(Quantity in number of sacks, value in dollars) (8,000 sacks=1 short ton=907 kilograms)</b>		
<b>Period of shipment</b>	<b>Quantity</b>	<b>Value<sup>2</sup></b>
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2007:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
<sup>2</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.		



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

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

IV-B-1. Please describe how your firm determines the prices that it charges for sales of 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.

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

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

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced LW sacks in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

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

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

IV-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? \_\_\_\_\_

IV-B-7. 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 LW sacks?

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

IV-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.

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

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

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

<u>End use</u>	<u>Share of total cost accounted for by LW sacks (percent)</u>
_____	_____
_____	_____
_____	_____

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

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

IV-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.

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

(c) Have changes in the prices of these products affected the price for LW sacks?

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

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

IV-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?

Increased       Unchanged       Decreased

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

IV-B-13. Have there been any significant changes in the product range or marketing of LW sacks since January 1, 2005?

No       Yes--Please describe.

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

IV-B-14. Please discuss the business cycle for LW sacks in the United States, including the industries that consume LW sacks.

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

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

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

IV-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 "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			

<sup>1</sup> For any country-pair producing LW sacks 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**

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

IV-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 *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>

Country-pair	United States	China	Other countries
United States			
China			

<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 LW sacks 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**

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for LW sacks during 2005-2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of LW sacks that each of these customers accounted for in 2007.

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



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

**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

*Instructions for final phase:* **PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION**

**Since January 1, 2005:** Did your firm lose sales of LW sacks to imports of these products from China?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity ( <i>number of sacks</i> )	Rejected U.S. price (total value-- <i>dollars</i> )	Country of origin	Accepted import price (total value-- <i>dollars</i> )