

PRODUCER/CONVERTERS' QUESTIONNAIRE
SYNTHETIC INDIGO 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 December 6, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning synthetic indigo from China (Inv. No. 731-TA-851 (Review)). 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 synthetic indigo (as defined in the instruction booklet) at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
--

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 review in any other import-injury investigations or reviews 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 review 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 review 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 30 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 pages 3-4 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 continuation of the antidumping duty order currently in place for synthetic indigo from China? Please explain.

Support Oppose Take no position

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 synthetic indigo from China into the United States or which are engaged in exporting synthetic indigo 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 importing synthetic indigo from countries other than China into the United States or which are engaged in exporting synthetic indigo from countries other than China to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of synthetic indigo?

No Yes--List the following information.

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

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for synthetic indigo?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Joanna Lo, Investigator, at (202) 205-1888 or joanna.lo@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. Please indicate which activity characterizes your firm's operations:

Producer of synthetic indigo powder.

Converter of synthetic indigo powder.

II-3. 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 synthetic indigo since January 1, 2000?

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

II-4. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of synthetic indigo in the future?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce synthetic indigo (in 1,000 pounds on a paste form basis¹) for 2005 and 2006.**

¹ Please convert quantity data from powder to a 20-percent paste form basis. If you use 42-percent form paste basis, please convert to a 20-percent paste form basis.

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

II-5. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of synthetic indigo in the future if the antidumping duty order on synthetic indigo from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-6. Has your firm since 2000 (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of synthetic indigo and/or using the same production and related workers employed to produce synthetic indigo?

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

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

<i>(Quantity in 1,000 pounds on a paste form basis¹)</i>							
Item	Calendar year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
AVERAGE PRODUCTION CAPACITY							
PRODUCTION							
¹ Please convert quantity data from powder to a 20-percent paste form basis. If you use 42-percent form paste basis, please convert to a 20-percent paste form basis.							

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

II-7. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-8. Is your firm able to switch production between synthetic indigo and other products in response to a relative change in the price of synthetic indigo vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from synthetic indigo.

II-9. Please describe the process your firm uses to produce synthetic indigo in a powder form, including, but not limited to, a discussion of the technical expertise involved in the production activity, and the machinery and equipment used. In addition, please indicate whether your production of synthetic indigo powder is on a continuous process basis or a batch basis, and whether you intend to produce synthetic indigo powder on a continuous process basis or a batch basis in the immediate future. Use additional pages as necessary.

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of synthetic indigo in your U.S. establishment(s) during the specified periods. **Do not include conversion activities. Report information regarding your firm's synthetic indigo conversion operations in section VI.** (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds on a paste form basis¹, value in \$1,000)</i>							
Item	Calendar year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
AVERAGE PRODUCTION CAPACITY² <i>(quantity)</i>							
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>							
PRODUCTION <i>(quantity)</i>							
U.S. SHIPMENTS:							
Commercial shipments:							
<i>Quantity</i>							
<i>Value</i>							
Internal consumption:							
<i>Quantity</i>							
<i>Value³</i>							
Transfers to related firms:							
<i>Quantity</i>							
<i>Value³</i>							
EXPORT SHIPMENTS:⁴							
<i>Quantity</i>							
<i>Value</i>							
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>							
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>							
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>							
AVERAGE NUMBER OF PRWs							
HOURS WORKED BY PRWs <i>(1,000 hours)</i>							
WAGES PAID TO PRWs <i>(value)</i>							

¹ Please convert quantity data from powder to a 20-percent paste form basis. If you use 42-percent paste form basis, please convert to a 20-percent paste form basis.

² 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).

³ 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 2000-04 below:

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**--Please note that the **quantities** 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?

Yes No--Please explain: _____

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

II-11. If you reported transfers to related firms in question II-10, 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.

II-12. Other than direct imports, has your firm otherwise purchased synthetic indigo since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 pounds on a paste form basis², value in \$1,000)							
Item	Calendar year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
PURCHASES FROM U.S. IMPORTERS³ OF SYNTHETIC INDIGO FROM--							
CHINA:							
<i>Quantity</i>							
<i>Value</i>							
ALL OTHER COUNTRIES:							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM DOMESTIC PRODUCERS:³							
<i>Quantity</i>							
<i>Value</i>							
PURCHASES FROM OTHER SOURCES:³							
<i>Quantity</i>							
<i>Value</i>							
¹ Please indicate your reasons for purchasing this synthetic indigo. If your reasons differ by source, please elaborate. <hr/> <hr/>							
² Please convert quantity data from powder to a 20-percent paste form basis. If you use 42-percent paste form basis, please convert to a 20-percent paste form basis. <hr/>							
³ Please list the name of the firm(s) from which you purchased this synthetic indigo. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>							

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

II-13. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of synthetic indigo?

No Yes--Name firm(s): _____

II-14. Does your firm produce synthetic indigo in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-15. Since January 1, 2000, has your firm imported synthetic indigo?

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

II-16. Describe the significance of the existing antidumping duty order covering imports of synthetic indigo from China in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-17. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of synthetic indigo in the future if the antidumping duty order on synthetic indigo from China were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo, Auditor, at (202) 205-3175 or john.ascienzo@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 synthetic indigo, 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 synthetic indigo, 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. Operations on synthetic indigo.--Report the revenue and related cost information requested below on the synthetic indigo operations of your U.S. establishment(s).¹ Do not report resales of product. 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. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo, Auditor, at (202) 205-3175 or john.ascienzo@usitc.gov before completing this section of the questionnaire. **Do not include conversion activities. Report information regarding your firm's synthetic indigo conversion operations in section VI.** (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)							
Item	Fiscal year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
Net sales quantities:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
Net sales values:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
Cost of goods sold (including internal consumption and transfers to related firms):							
Raw materials							
Foreign sourced							
U.S. sourced							
Total raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
Gross profit or (loss)							
Total selling, general, and administrative (SG&A) expenses:							
Operating income or (loss)							
Other income and expenses:							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received ³							
All other income items							
All other income or expenses, net							
Net income or (loss) before income taxes							
Depreciation/amortization included above							
Environmental Cost⁴							
Remediation							
Current							

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² 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.
³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.
⁴ Environmental costs are included in the total cost of goods sold.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Raw materials.--Please report (1) the principal raw materials used in your most recently completed fiscal year to produce synthetic indigo (such as, but not limited to, sodium, ammonia, phenylglycine, and sodium amide); (2) the quantity purchased; and (3) the cost of each raw material.

Raw material	Quantity purchased (<i>pounds</i>)	Cost

III-8. Asset values.--Report the total assets associated with the production, warehousing, and sale of synthetic indigo. 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 six most recently completed fiscal years in chronological order from left to right. **Do not include conversion activities. Report information regarding your firm's synthetic indigo conversion operations in section VI.** (See definitions in the instruction booklet.)

(Value in \$1,000)							
Value of assets associated with the production, warehousing, and sale of synthetic indigo:	Fiscal year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
1. Current assets:							
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.)							
2. Non-current assets:							
A. Original cost of property, plant, and equipment							
B. Less: Accumulated depreciation							
C. Equals: Book value of property, plant, and equipment							
D. Other (describe _____)							
3. Total assets (lines 1.F, 2.C, and 2.D)							

PART III.--FINANCIAL INFORMATION--Continued

III-9. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on synthetic indigo. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. Do not include conversion activities. Report information regarding your firm's synthetic indigo conversion operations in section VI. (See definitions in the instruction booklet.)

(Value in \$1,000)							
Item	Fiscal year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
Capital expenditures							
Research and development expenditures							

III-10. Environmental expenses.—a) Provide a description of environmental regulations which affect your firm's synthetic indigo operations and changes to operations in order to meet requirements of U.S. environmental laws. In addition, please provide a list of Federal, State, and local environmental permits issued to your firm, including permit number, and expiration dates .

b) Provide information of violations of environmental regulations relating to your firm's production of synthetic indigo, as follows:

Date	Description of violation	Cost incurred to meet compliance

III-11. Start-up and shut-down activities.—Provide a description of the operations required to start up or shut down synthetic indigo powder production, including the experience /knowledge/skills of workers to perform the operations, and the time and costs associated with the start-up and shut-down activities. Use additional pages as necessary.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

Product 1
 Product 2
 Product 3

(Quantity in 1,000 pounds, value in 1,000 dollars)		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
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		
¹ 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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of synthetic indigo (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced synthetic indigo (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic synthetic indigo 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 synthetic indigo in 2003 were on a (1) long-term contract and/or agreement basis (multiple deliveries for more than 12 months), (2) short-term contract and/or agreement 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 and/or agreements	
Short-term contracts and/or agreements	
Spot sales	

IV-B-5. If you sell on a long-term contract and/or agreement 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 and/or agreement? _____

(b) Can prices be renegotiated during the contract and/or agreement period? _____

(c) Does the contract and/or agreement fix quantity, price, or both? _____

(d) Does the contract and/or agreement have a meet or release provision? _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. If you sell on a short-term contract and/or agreement basis, please answer the following questions with respect to provisions of a typical short-term contract and/or agreement.

- (a) What is the average duration of a contract and/or agreement? _____
- (b) Can prices be renegotiated during the contract and/or agreement period? _____
- (c) Does the contract and/or agreement fix quantity, price, or both? _____
- (d) Does the contract and/or agreement 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 synthetic indigo?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of synthetic indigo 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 synthetic indigo?

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

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

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

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-11. Have there been any changes in the end uses of synthetic indigo since January 1, 2000?

- No Yes--Please describe.

IV-B-12. Do you anticipate any changes in terms of the end uses of synthetic indigo in the future?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-13. (a) Please list in order of importance any products that may be substituted for synthetic indigo.

- (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 synthetic indigo?

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

IV-B-14. Have there been any changes in the number or types of products that can be substituted for synthetic indigo since January 1, 2000?

- No Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for synthetic indigo in the future?

- No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for synthetic indigo during January 2000-September 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced synthetic indigo in the U.S. market since January 1, 2000?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced synthetic indigo in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-19. Has the availability of NONSUBJECT imported synthetic indigo changed since January 1, 2000?

- No Yes--Please explain.

IV-B-20. Describe how easily your firm can shift its sales of synthetic indigo between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting synthetic indigo between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of synthetic indigo since January 1, 2000?

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

IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of synthetic indigo in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No Yes--Please identify, including the time period.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-23. How has demand within the United States (and outside the United States, if known) for synthetic indigo changed since January 1, 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-24. Do you anticipate any future changes in synthetic indigo demand in the United States and, if known, the rest of the world?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-25. Please compare market prices of synthetic indigo in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss synthetic indigo supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from January 1, 2000 to the present and forecasts for the future.

IV-B-27. Are your exports of synthetic indigo subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2000, or that are expected to occur in the future.

IV-B-28. Does your firm sell synthetic indigo over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of synthetic indigo in 2003 accounted for by internet sales.

PART V. CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for synthetic indigo since January 1, 2000. 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 synthetic indigo that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART VI.-SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER

Further information on this part of the questionnaire can be obtained from Joanna Lo, Investigator, at (202) 205-1888 or joanna.lo@usitc.gov. **Supply all data requested (except for financial data) on a calendar-year basis.**

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

Company contact: _____
 Name and title

Phone No. E0mail address

VI-2. With respect to your firm's operations on synthetic indigo converted from powder form, have you, since January 1, 2000, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and conversion efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of synthetic indigo in powder form from China?

No Yes--Please describe the lost sales/revenues and/or negative impact.

VI-3. Report the information requested on the following page for synthetic indigo converted from powder form converted in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART VI. SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER—Continued

VI-4. Report the information requested below for your firm's U.S. conversion activities.

(Quantity in 1,000 pounds on a paste form basis¹, value in \$1,000)							
Item	Calendar year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)							
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)							
PRODUCTION (<i>quantity</i>)							
U.S. SHIPMENTS:							
Commercial shipments:							
<i>Quantity</i> of commercial shipments							
<i>Value</i> of commercial shipments							
Internal consumption:							
<i>Quantity</i> of internal consumption							
<i>Value</i> ² of internal consumption							
Transfers to related firms:							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> ² of transfers to related firms							
EXPORT SHIPMENTS:³							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)							
AVERAGE NUMBER OF PRWs							
HOURS WORKED BY PRWs (<i>1,000 hours</i>)							
WAGES PAID TO PRWs (<i>value</i>)							
FINANCIAL INFORMATION:⁵							
Net sales:⁶							
<i>Quantity</i>							
<i>Value</i>							
Cost of goods sold (<i>value</i>)							
Gross profit or (loss) (<i>value</i>)							
SG&A expenses (<i>value</i>)							
Operating income or (loss) (<i>value</i>)							
Capital expenditures (<i>value</i>)							
Research & development expenditures (<i>value</i>)							
¹ Please convert quantity data from powder to a 20-percent paste form basis. If you use 42-percent paste form basis, please convert to a 20-percent form basis. ² Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ³ Identify your principal export markets: _____ ⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁵ Report financial information on a fiscal-year basis (year ending _____). ⁶ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.							

PART VI. SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER—Continued

VI-5. Please report the following information regarding your firm's U.S. conversion activities:

Item	Calendar year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
<i>Value in \$1,000</i>							
Imported/purchased powder from--							
Domestic sources							
Foreign sources							
Total imported/purchased powder							
Conversion costs:							
Raw materials other than imported/purchased powder from--							
Domestic sources							
Foreign sources							
Total other raw materials							
Direct labor							
Factory overhead							
Total conversion costs							

VI-6. Please describe the process your firm uses to convert synthetic indigo in a powder form to synthetic indigo in paste form. Include a discussion of the technical expertise involved in the production activity, and the machinery and equipment used. Use additional pages as necessary.

PART VI. SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER—Continued

VI-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of synthetic indigo converted from powder. 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 six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)							
Value of assets associated with the production, warehousing, and sale of synthetic indigo converted from powder:	Fiscal year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
1. Current assets:							
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.)							
2. Non-current assets:							
A. Original cost of property, plant, and equipment							
B. Less: Accumulated depreciation							
C. Equals: Book value of property, plant, and equipment							
D. Other (describe _____)							
3. Total assets (lines 1.F, 2.C, and 2.D)							

PART VI. SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER—Continued

VI-8. **COMPARABILITY OF SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER AND SYNTHETIC INDIGO.**--Please describe the differences and similarities between **synthetic indigo in finished/ready for application form** and **synthetic indigo in crude/powder form** 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 VI. SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER—Continued

Price data.--This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2000-September 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.—Vat Blue 1., 18-22 percent strength, in paste form

Product 2.—Vat Blue 1., 40-44 percent strength, in paste form

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm to unrelated U.S. customers. Indicate in the space provided at the top of the page the product for which pricing is reported.

NOTE.—FOR THE SYNTHETIC INDIGO PRODUCTS LISTED ABOVE, PLEASE REPORT ONLY FOR SHIPMENTS OF PASTE THAT WAS CONVERTED FROM PURCHASES OF SYNTHETIC INDIGO CRUDE OR POWDER. DATA REGARDING SHIPMENTS OF SYNTHETIC INDIGO PASTE CONVERTED FROM IMPORTS OF CRUDE/POWDER SHOULD BE REPORTED IN SECTION III-A OF THE IMPORTERS' QUESTIONNAIRE.

PART VI. SYNTHETIC INDIGO CONVERTED FROM CRUDE/POWDER—Continued

VI-9. Report the information requested below for shipments of paste that was converted from purchases of synthetic indigo crude or powder.

Product 1 **Product 2**

<i>(Quantity in 1,000 pounds, value in 1,000 dollars)</i>		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
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		
¹ 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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____		