

**PURCHASERS' 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)). Further information on this questionnaire can be obtained from Cathy DeFilippo, Economist, at (202) 205-3253 or catherine.defilippo@usitc.gov.

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased synthetic indigo (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

- NO** (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 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 20 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. Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing 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>
_____	_____	_____
_____	_____	_____

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of synthetic indigo from China?

No       Yes--List the following information.

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

I-6. In Part III 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 from China?

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

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of synthetic indigo from China. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds on a paste form basis<sup>1</sup>, value in \$1,000)</i>							
Item	Calendar year					Jan.-Sept.	
	2000	2001	2002	2003	2004	2004	2005
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF PRODUCT PRODUCED IN CHINA:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<sup>1</sup> 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. <sup>2</sup> Please identify these countries: _____							

**PART II.--PURCHASES--Continued**

II.2. Please indicate the synthetic indigo products purchased by your firm since January 1, 2000 (check one):

powder     paste     both

If your firm purchased both paste and powder, did your firm shift purchases from one type of the other (e.g., shifted purchases from paste to powder)?

No     Yes.--Please describe the shift, noting the time period in which it occurred.

---



---

II-3. If the relative levels of your firm's purchases of synthetic indigo from different sources (both domestic and foreign) have changed since January 1, 2000, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4. (a) Did your firm purchase synthetic indigo from China before January 1, 2000?

No--Skip to (c)                       Yes

(b) If yes, has your pattern of purchasing synthetic indigo from China changed since January 1, 2000?

No, our pattern of purchasing is essentially unchanged.

Yes, we discontinued purchases from China because of the order.

Yes, we reduced purchases from China because of the order.

Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

---



---

**PART II.--PURCHASES--Continued**

II-4. (c) Has your pattern of purchasing synthetic indigo from nonsubject foreign sources changed since January 1, 2000 (please check all that apply).

We did not purchase from nonsubject foreign sources before or after the order.

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the order.

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Which of the following best describes your firm as a purchaser of synthetic indigo (check all that apply, noting the specific end uses if known)?

END USER (\_\_\_\_\_)

DISTRIBUTOR (\_\_\_\_\_)

Other (\_\_\_\_\_)

III-2. (a) If your firm is a distributor or reseller of synthetic indigo, what are the major types of consumers to which you sell synthetic indigo?

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase synthetic indigo?

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

III-3. If your firm is an end user of synthetic indigo, list in order of quantity of synthetic indigo consumed, the top 3 products for which your firm purchases synthetic indigo as a component part or input. Please indicate what percentage of the total cost is accounted for by synthetic indigo.

<u>Product you produce</u>	<u>Percent of cost accounted for by synthetic indigo</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-4. (a) If your firm is an end user of synthetic indigo, has the demand for your firm's final products incorporating synthetic indigo changed since January 1, 2000?

Increased       Unchanged       Decreased

(b) Has this had any effect on your firm's demand for synthetic indigo?

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-5. Have there been any changes in the end uses of synthetic indigo since January 1, 2000?

No       Yes--Discuss the changes, noting the time period in which they occurred.

---

---

III-6. 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.

---

---

III-7. (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--Please explain.

---

---

III-8. Have there been any changes in the number or types of products that can be substituted for synthetic indigo from China?

No       Yes--Please explain.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-9. 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.

---

---

III-10. How easily can other dyes be substituted for synthetic indigo in the production of your final good?

---

---

III-11. Please describe how fashion trends have changed over the past 4 years with respect to the shading of denim (e.g., darker, lighter, different colors), and how these trends have affected your demand for synthetic indigo?

---

---

III-12. Please describe the trends in denim demand that you have noticed within the last 5 years. Please be specific with respect to year vs. year and/or quarter vs. quarter comparisons.

---

---

---

III-13. 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?

---

---



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-14. 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.

---

---

---

III-15. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss synthetic indigo demand and/or factors affecting synthetic indigo demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 1, 2000 to the present and forecasts of these demand data.

III-16. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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.

---

---

III-17. Is buying a product that is produced in the United States an important factor in your firm's purchases of synthetic indigo (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of synthetic indigo.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of synthetic indigo.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of synthetic indigo.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-18. (a) Is the synthetic indigo market subject to business cycles or conditions of competition distinctive to synthetic indigo?

- No                       Yes--Please explain and provide estimates of the duration of any business cycle/condition of competition.

---

---

(b) Has the emergence of new markets for synthetic indigo since January 1, 2000 affected the business cycles or conditions of competition distinctive to synthetic indigo?

- No                       Yes--Please explain any such changes.

---

---

III-19. Who are your major competitors?

---

---

III-20. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving synthetic indigo based on the producer of the synthetic indigo you purchase?

- Your firm:                       Always       Usually       Sometimes       Never  
Your customers:                       Always       Usually       Sometimes       Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_

---

Your customers: \_\_\_\_\_

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving synthetic indigo based on the country of origin of the synthetic indigo you purchase?

Your firm:            Always    Usually    Sometimes    Never

Your customers:    Always    Usually    Sometimes    Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-22. (a) How frequently do you make purchases?

Daily    Weekly    Monthly    Quarterly    Annually

Other (specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

No            Yes--How and why do you expect these changes to occur?

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

III-23. How many suppliers do you generally contact before making a purchase?

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-24. (a) Do purchases of synthetic indigo usually involve negotiations between supplier and purchaser?

- No             Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

---

---

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No             Yes--Specify the time period.

---

---

III-25. How has the general movement of denim producers offshore affected your demand for synthetic indigo?

---

---

III-26. Has your firm considered relocating its operations offshore in the last 4 years? How much would your overall costs have to increase for you to proceed with this relocation?

---

---

III-27. Have you changed suppliers in the last 4 years?

- No             Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-28. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 4 years?

No             Yes--Please identify the firms and indicate how you become aware of them.

---

(b) Do you expect new synthetic indigo suppliers to enter the market in the future?

No             Yes--Please provide details, noting the specific future time period in your response.

---

III-29. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the synthetic indigo they sell to your firm?

No             Yes-- \_\_\_\_ percent of purchases in 2004             Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

---

---

III-30. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

---

---

III-31. Since January 1, 2000, have any domestic or foreign producers failed in their attempts to certify or qualify their synthetic indigo with your firm or have any producers lost their approved status?

No             Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

---

---

III-32. What percent of cost of a finished warp of denim is accounted for by synthetic indigo?

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-33. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for synthetic indigo.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-34. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase synthetic indigo for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-35. What characteristics does your firm consider when determining the quality of synthetic indigo?

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

III-36. How often does your firm purchase the synthetic indigo that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-37. Please list the names of any firms you considered price leaders in the synthetic indigo market since January 1, 2000. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-38. Please describe how the above firm(s) exhibited price leadership.

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

III-39. How frequently does the price of the synthetic indigo you are purchasing change?

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-40. Does your firm purchase synthetic indigo over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of synthetic indigo in 2003 accounted for by internet purchases.

---

---

III-41. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. synthetic indigo industry since January 1, 2000 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. synthetic indigo industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-42. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of synthetic indigo from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

---

(2) Entire U.S. market: \_\_\_\_\_

---



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-43. **COMPARABILITY OF SYNTHETIC INDIGO CONVERTED FROM POWDER AND SYNTHETIC INDIGO**--Please describe the differences and similarities between **synthetic indigo converted from powder** and synthetic indigo 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) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (d) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (e) **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) Channels of distribution:**

---

---

---

**(d) Customer and producer perceptions:**

---

---

---

**(e) Price:**

---

---

---

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

IV-1. Please indicate the countries of origin for synthetic indigo for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify \_\_\_\_\_)

IV-2. Is synthetic indigo produced in the United States and in other countries used interchangeably (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 synthetic indigo which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order synthetic indigo from one country in particular over other possible sources of supply?

- No       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why synthetic indigo from these countries is preferred over product from other countries (please note the specific product in your response).

---

---

IV-4. Are certain grades/types/sizes of synthetic indigo available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No       Yes--Please identify the source and the grade/type/size.

---

---

IV-5. If you purchased synthetic indigo from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

---

---

---

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how synthetic indigo produced in each country you identified in your response to the first question in Part IV compares with synthetic indigo produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	compared to			
(specify country)				(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>	
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (specify):				
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued**

IV-7. (a) How often does domestically produced synthetic indigo meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(b) How often does imported synthetic indigo from China meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported synthetic indigo from nonsubject sources (other than China) meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

IV-8. (a) Since January 1, 2000, has there been a change in the price of synthetic indigo? If so, has the price of U.S.-produced synthetic indigo changed more or less than the price of imported synthetic indigo from China?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced synthetic indigo has changed relative to the price of synthetic indigo from China

(b) If the price of U.S.-produced synthetic indigo has changed relative to the price of synthetic indigo from China, the price of U.S.-produced synthetic indigo is now relatively

- Higher       Lower

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased synthetic indigo since January 1, 2000 and approximate the percentage of your synthetic indigo purchases each accounted for in 2004.

<b>No.</b>	<b>Firm name</b>	<b>Percentage of purchases</b>	<b>No.</b>	<b>Firm name</b>	<b>Percentage of purchases</b>
1			6		
2			7		
3			8		
4			9		
5			10		