

**IMPORTERS' QUESTIONNAIRE**  
**GREIGE POLYESTER/COTTON PRINTCLOTH FROM CHINA**

*Return completed questionnaire to:*

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

**So as to be received by the Commission by no later than February 3, 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 greige polyester/cotton printcloth from China (inv. No. 731-TA-101 (Second 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)).

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

Has your firm imported greige polyester/cotton printcloth (either 50/50 greige polyester/cotton printcloth or greige polyester/cotton printcloth of chief weight cotton, as defined in the instruction booklet) at any time since January 1, 1999?

- 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 25 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.

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

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 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 greige polyester/cotton printcloth from China into the United States or which are engaged in exporting greige polyester/cotton printcloth 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**

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing greige polyester/cotton printcloth from countries other than China into the United States or which are engaged in exporting greige polyester/cotton printcloth 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-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of greige polyester/cotton printcloth?

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on greige polyester/cotton printcloth. More than one answer may be applicable.

- Importer of record  Takes title to the imported product
- Consignee of the imported product  Customs broker or freight forwarder

I-8. If your firm is an importer of record of greige polyester/cotton printcloth but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters greige polyester/cotton printcloth into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones  No  Yes--list location(s):
- Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_

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

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

I-10. Please indicate whether your firm imports greige polyester/cotton printcloth under the TIB (temporary importation under bond) program.

No             Yes

I-11. In Parts II and 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 greige polyester/cotton printcloth?

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

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I-12. To your knowledge, has greige polyester/cotton printcloth subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from **Gail Burns** (202-205-2501 or *[gail.burns@usitc.gov](mailto:gail.burns@usitc.gov)*). **Supply all data requested on a calendar-year basis.**

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No.

\_\_\_\_\_

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of greige polyester/cotton printcloth since September 16, 1983 (the date on which the antidumping duty order under review became effective)?

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

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

**For questions on “greige polyester/cotton printcloth,” if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of greige polyester/cotton printcloth 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.

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of greige polyester/cotton printcloth in the future if the antidumping duty order on greige polyester/cotton printcloth of chief weight cotton 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.

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II-5. Has your firm imported or arranged for the importation of greige polyester/cotton printcloth of chief weight cotton from China for delivery after December 31, 2004?

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

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II-6. If your firm also produces greige polyester/cotton printcloth in the United States, please indicate your reasons for importing greige polyester/cotton printcloth from China. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS, BY SOURCE, OF GREIGE POLYESTER/COTTON PRINTCLOTH OF CHIEF WEIGHT COTTON.**--Report your firm's imports and your firm's shipments and inventories of greige polyester/cotton printcloth of chief weight cotton imported by your firm during 1999-2004. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined (in II-7b on the next page).**

China

<i>(Quantity in 1,000 square yards, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
Quantity of imports						
Value of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						

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

II-7b. **IMPORTS, BY SOURCE, OF GREIGE POLYESTER/COTTON PRINTCLOTH OF CHIEF WEIGHT COTTON.**--Report your firm's imports and your firm's shipments and inventories of greige polyester/cotton printcloth of chief weight cotton imported by your firm during 1999-2004. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.**

All other sources combined

<i>(Quantity in 1,000 square yards, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption/company transfers:</b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						

II-7c. **IMPORTS, BY SOURCE, OF ALL GREIGE POLYESTER/COTTON PRINTCLOTH.**--Report your firm's imports and your firm's shipments and inventories of all greige polyester/cotton printcloth imported by your firm during 1999-2004. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined (in II-7d on the next page).**

China

<i>(Quantity in 1,000 square yards, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
Quantity of imports						
Value of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						



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

II-7d. **IMPORTS, BY SOURCE, OF ALL GREIGE POLYESTER/COTTON PRINTCLOTH.**--Report your firm's imports and your firm's shipments and inventories of all greige polyester/cotton printcloth imported by your firm during 1999-2004. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.**

All other sources combined

<i>(Quantity in 1,000 square yards, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
Quantity of imports						
Value of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:<sup>4</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Please identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <u>Reconciliation of data.</u> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____						

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

**For questions on “greige polyester/cotton printcloth,” if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

II-7e. If your firm reported imports of greige polyester/cotton printcloth in question II-7a, please indicate the percentage(s) of cotton by weight for such imports in each year.

1999: \_\_\_\_\_ percent    2000: \_\_\_\_\_ percent    2001: \_\_\_\_\_ percent    2002: \_\_\_\_\_ percent  
2003: \_\_\_\_\_ percent    2004: \_\_\_\_\_ percent

II-7f. If your firm reported imports of greige polyester/cotton printcloth in question II-7b, please indicate the percentage(s) of cotton by weight for such imports in each year.

1999: \_\_\_\_\_ percent    2000: \_\_\_\_\_ percent    2001: \_\_\_\_\_ percent    2002: \_\_\_\_\_ percent  
2003: \_\_\_\_\_ percent    2004: \_\_\_\_\_ percent

II-8. Describe the significance of the existing antidumping duty order covering imports of greige polyester/cotton printcloth of chief weight cotton from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of greige polyester/cotton printcloth in the future if the antidumping duty order on greige polyester/cotton printcloth of chief weight cotton 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.

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

II. 10. The Commission has received information that a large number of domestic producers have stopped production of greige polyester/cotton printcloth over the past five years. Please provide your understanding as to whether this information is correct. If so, please explain how it has impacted your imports of greige polyester/cotton printcloth from China and other countries. If you have knowledge regarding why so many producers has stopped producing this product, please provide it.

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**II-11.-- COMPARABILITY OF TYPES OF GREIGE POLYESTER/COTTON PRINTCLOTH**

**Please describe the differences and similarities between 50/50 greige polyester/cotton printcloth and greige polyester cotton printcloth of chief weight cotton for the following factors: (a) physical properties; (b) manufacturing processes--where and how they are made, and whether there are common facilities and employees; (c) end uses--include a discussion of the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution--describe the specific customer requirements and channels of distribution/market situation in which the products are sold; and (e) price. Use additional pages as necessary.**

(a) Physical properties: \_\_\_\_\_

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(b) Manufacturing processes: \_\_\_\_\_

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(c) End uses: \_\_\_\_\_

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(d) Channels of distribution/customers: \_\_\_\_\_

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(e) Price: \_\_\_\_\_

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**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from William Deese (202-205-2626).

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

Company contact:

\_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

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

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following greige polyester/cotton printcloth products during January 1999-December 2004. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment (i.e., should not include any U.S.-inland transportation costs), net of returns, refunds, discounts, and credits.

**Product 1.-106" 78x60, polyester/cotton printcloth (with 35's yarn in the wrap and the filling) of chief weight cotton**

**Product 2.-64" 78x54, polyester/cotton printcloth (with 35's yarn in the wrap and the filling) of chief weight cotton**

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

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

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

Product 1     Product 2

(Quantity in square yards, value in dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</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. Note.--Please indicate the share of the weight accounted for by cotton (in percent): _____		

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

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

**For questions on “greige polyester/cotton printcloth,” if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of greige polyester/cotton printcloth (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 greige polyester/cotton printcloth (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic greige polyester/cotton printcloth 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 greige polyester/cotton printcloth in 2004 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 MARKET FACTORS--Continued**

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

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

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 greige polyester/cotton printcloth?

Source	Share of 2004 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 greige polyester/cotton printcloth 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 greige polyester/cotton printcloth?

- Northeast     Midwest     Southeast  
 Central Southwest     Mountains     Pacific Coast     Contiguous U.S.  
 National     Other (describe) \_\_\_\_\_

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

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

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-10. Describe the end uses of the greige polyester/cotton printcloth that you manufacture. For each end-use product, what percentage of the total cost is accounted for by greige polyester/cotton printcloth?

<u>End use</u>	<u>Share of total cost accounted for by greige polyester/cotton printcloth (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-11. Have there been any changes in the end uses of greige polyester/cotton printcloth since 1983?  
 No       Yes--Please describe

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

IV-B-12. Do you anticipate any changes in terms of the end uses of greige polyester/cotton printcloth 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 greige polyester/cotton printcloth.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

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



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

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

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-13. (c) Have changes in the prices of these products affected the price for greige polyester/cotton printcloth?

- No
- Yes--To what degree do changes in their prices affect the price for greige polyester/cotton printcloth? 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 greige polyester/cotton printcloth or final end use?

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IV-B-14. Have there been any changes in the number or types of products that can be substituted for greige polyester/cotton printcloth since 1983?

- No
- Yes--Please explain.

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IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for greige polyester/cotton printcloth 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.

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IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for greige polyester/cotton printcloth during January 1999-December 2004? 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.

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

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

**For questions on “greige polyester/cotton printcloth,” if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

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 greige polyester printcloth in the U.S. market since 1983?

- 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.

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IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced greige polyester/cotton printcloth 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.

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IV-B-19. Has the availability of NONSUBJECT imported greige polyester/cotton printcloth changed since 1983?

- No
- Yes--Please explain.

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

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

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-20. Describe how easily your firm can shift its sales of greige polyester/cotton printcloth 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 greige polyester/cotton printcloth 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.

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IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of greige polyester/cotton printcloth since 1983?

No             Yes--Please describe and quantify if possible.

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IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of greige polyester/cotton printcloth 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.

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IV-B-23. How has demand within the United States (and outside the United States, if known) for greige polyester/cotton printcloth changed since 1983?

Increased             Unchanged             Decreased

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

What were the principal factors affecting changes in demand?

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

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

**For questions on "greige polyester/cotton printcloth," if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-24. Do you anticipate any future changes in greige polyester/cotton printcloth 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.

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

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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 greige polyester/cotton printcloth 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 1983 to the present and forecasts for the future.

IV-B-27. Are your exports of greige polyester/cotton printcloth 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 1983, or that are expected to occur in the future.

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

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

**For questions on “greige polyester/cotton printcloth,” if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-28. Does your firm sell greige polyester/cotton printcloth over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of greige polyester/cotton printcloth in 2004 accounted for by internet sales.

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IV-B-29. Is greige polyester/cotton printcloth produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			

<sup>1</sup> For any country-pair producing greige polyester/cotton printcloth which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

**For questions on “greige polyester/cotton printcloth,” if your answer to any question would differ between (1) 50/50 greige polyester/cotton printcloth and (2) greige polyester/cotton printcloth of chief weight cotton, please provide separate answers for those products.**

IV-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between greige polyester/cotton printcloth 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 “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
<b>United States</b>			
<b>China</b>			

<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 greige polyester/cotton printcloth, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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