

**PRODUCERS' QUESTIONNAIRE**

**POLYETHYLENE TEREPHTHALATE (PET) RESIN from  
INDIA, INDONESIA, TAIWAN, and THAILAND**

*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 January 25, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning PET resin from India, Indonesia, Taiwan, and Thailand (Invs. No. 701-TA-439-440 and 731-TA-1077-1080 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced PET resin (as defined in the instruction booklet) at any time since January 1, 2002?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 investigation 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

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

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

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

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

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

Support     Oppose     Take no position

\_\_\_\_\_

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

Yes     No (that is, I do not wish my position on the petition to be made public)

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 PET resin from India, Indonesia, Taiwan, and Thailand into the United States or which are engaged in exporting PET resin from India, Indonesia, Taiwan, and Thailand to the United States?

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

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

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727, russell.duncan@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

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

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of PET resin since January 1, 2002?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

No  Yes--List the following information.

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

Products produced on same equipment and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
PET resin	_____	_____	_____
_____	_____	_____	_____

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

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

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

No  Yes--List the following information.

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

Products produced using the same workers and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
PET resin	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PET resin?

No  Yes--Name firm: \_\_\_\_\_

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

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

II-8. Since January 1, 2002, has your firm imported PET resin?

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

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

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>PRODUCTION</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO END USERS/ CONVERTERS</b> ( <i>quantity</i> )			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )			
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )			
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/>			
<p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, and 2004 below:</p> <hr/>			
<p><sup>3</sup> Identify your principal export markets: _____</p>			
<p><sup>4</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-11. During the period of investigation, did your firm announce any expansion of production capacity or undertake the addition of any new capacity including any debottlenecking of existing capacity? If so, please provide detailed information regarding any such expansion or planned expansion, and copies of any press releases or official announcements concerning such capacity increases.

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II-12. a) Please provide comprehensive written descriptions of “cold fill”, “hot fill” and “other” PET bottle-grade resin by: (i) describing the physical and chemical properties, end uses, and intrinsic viscosity ranges; (ii) identifying primary reactive monomers, together with their individual percent composition range by weight of PET polymer; (iii) identifying secondary reactive co-monomers, together with their individual percent composition range by weight of PET polymer; and (iv) identifying non-reactive additives, together with their individual percent composition range by weight of the total formulation. Use additional pages as necessary.

**Cold fill:** \_\_\_\_\_

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**Hot fill:** \_\_\_\_\_

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

Question II-12: PET Product Categories—*Continued*

**Other:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b) Are the terms “cold fill” and “hot fill” resin commonly used in the bottle-grade PET resin industry? Please elaborate.

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

c) Provide a comprehensive narrative description of the differences between “cold fill,” hot fill” and any “other” types of bottle-grade PET resin.

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

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

II-13. Report your firm's U.S. shipments (commercial shipments, internal consumption, and transfers to related firms) of PET resin produced in your U.S. establishment(s) by TYPE and CONTENT during the specified periods.

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Calendar years		
	2002	2003	2004
<b>TYPE:</b>			
<b>"Cold-filled"--</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>"Hot-filled"--</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Other--</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Total:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b>CONTENT:</b>			
<b>Virgin--</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Blended--</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Total:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> U.S. shipment data should reconcile with data reported in section II-9. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____ _____ _____			



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

II-14. Other than direct imports, has your firm otherwise purchased PET resin since January 1, 2002?  
(See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>			
<b>INDIA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>INDONESIA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>TAIWAN:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>THAILAND:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>ALL OTHER COUNTRIES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/> <hr/>			
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.  <hr/> <hr/>			

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **David Boyland** (202-708-4725, david.boyland@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) \_\_\_\_\_

5. Please submit a copy of your firm's most recent annual report.

*Note: The Commission may request additionally that your company submit copies of its other financial statements, including internal profit-and-loss statements for the division or product group that includes PET resin, 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.).

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

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

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

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

<b>Product(s)</b>	<b>Share of sales</b>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

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

III-6. Operations on PET resin.--Report the revenue and related cost information requested below on the PET resin operations of your U.S. establishment(s).<sup>1</sup> 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 four most recently completed fiscal years in chronological order from left to right.

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>				
<b>Item</b>	<b>Fiscal years ended</b>			
	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales quantities				
<b>Net sales values:<sup>2</sup></b>				
Commercial sales				
Internal consumption				
Transfers to related firms				
Total net sales values				
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>				
Raw materials				
Direct labor				
Other factory costs				
Total cost of goods sold				
<b>Gross profit or (loss)</b>				
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>				
Selling expenses				
General and administrative expenses				
Total SG&A expenses				
<b>Operating income or (loss)</b>				
<b>Other income and expenses:</b>				
Interest expense				
All other expense items				
All other income items				
All other income or expenses, net				
<b>Net income or (loss) before income taxes</b>				
<b>Depreciation/amortization included above</b>				
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.				

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

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of PET resin. 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 four most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>				
Value of	Fiscal years ended--			
	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>				
<b>1. Current assets:</b>				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories (Finished goods)				
D. Inventories (raw materials and work in process)				
E. Short-term investments				
F. Prepaid expenses				
G. Property held for resale				
H. Other (describe _____)				
I. Total current assets (lines 1.A. through 1.H.)				
<b>2. Notes receivable</b>				
<b>3. Long-term investments</b>				
<b>4. Property, plant, and equipment</b>				
A. Original cost of property, plant, and equipment				
B. Less: Accumulated depreciation				
C. Equals: Book value of property, plant, and equipment				
<b>5. Goodwill</b>				
<b>6. Other (describe _____)</b>				
<b>7. Other (describe _____)</b>				
<b>8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)</b>				

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

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on PET resin. Provide data for your four most recently completed fiscal years in chronological order from left to right.

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

III-9. Since January 1, 2002, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of PET resin from India, Indonesia, Taiwan, and/or Thailand?

- No       Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
  - Denial or rejection of investment proposal
  - Reduction in the size of capital investments
  - Rejection of bank loans
  - Lowering of credit rating
  - Problem related to the issue of stocks or bonds
  - Other (specify) \_\_\_\_\_

III-10. Does your firm anticipate any negative impact of imports of PET resin from India, Indonesia, Taiwan, and/or Thailand?

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

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

Further information on this part of the questionnaire can be obtained from **Nancy Bryan** (202-205-2088, nancy.bryan@usitc.gov).

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 price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2002-December 2004:

**Product 1A.**– Virgin PET resin, being either a clear homo- or co-polymer, and having an intrinsic viscosity of 0.72 IV to 0.84 IV, in the solid stated form. This PET resin product is typically used in water bottle applications.

**Product 1B.**– Blended (Virgin and Recycled) PET resin, being either a clear homo- or co-polymer, and having an intrinsic viscosity of 0.72 IV to 0.84 IV, in the solid stated form. This PET resin product is typically used in water bottle applications.

**Product 2.**– Virgin PET resin, being either a clear homo- or co-polymer, having an intrinsic viscosity of 0.72 IV to 0.84 IV, in the solid stated form, and is typically used in sheet and strapping.

**Product 3A.**– Virgin PET resin, being either a clear homo- or co-polymer, and having an intrinsic viscosity of 0.78 IV to 0.86 IV, in the solid stated form. This PET resin product is typically used in carbonated soft drink (“CSD”) applications.

**Product 3B.**– Blended (Virgin and Recycled) PET resin, being either a clear homo- or co-polymer, and having an intrinsic viscosity of 0.78 IV to 0.86 IV, in the solid stated form. This PET resin product is typically used in carbonated soft drink (“CSD”) applications.

**Product 4A.**– Virgin PET resin, being mainly a co-polymer, and having an intrinsic viscosity of 0.75 IV to 0.86 IV, in the solid stated form. This PET resin product is typically used in heat set or hot fill applications; food, household and other custom product.

**Product 4B.**– Blended (Virgin and Recycled) PET resin, being mainly a co-polymer, and having an intrinsic viscosity of 0.75 IV to 0.86 IV, in the solid stated form. This PET resin product is typically used in heat set or hot fill applications; food, household and other custom product.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts or rebates). *See instruction booklet.*

**NOTE: Price and quantity data should not include any sales made to customers outside of the United States.**

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

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

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

Product 1A     Product 1B     Product 2   
 Product 3A     Product 3B     Product 4A     Product 4B

(Quantity in 1,000 pounds, value in \$1,000)		
Period of shipment	Quantity	Value <sup>2</sup>
<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> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  <hr/>		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <b>For each pricing item that you sold, attach a list of all discounts that you provided including volume or promotional discounts, post-delivery price reductions or any other reductions from your initial price offer.</b>		



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

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

IV-B-1. Please describe how your firm determines the prices that it charges for sales of PET resin (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. Separately itemize and discuss elements of your firm's discount policy (quantity discounts, annual total volume discounts, rebates, provision of transportation (e.g., trucking or railcars) or storage, advantageous financing terms, *et cetera*), including when such discounts are granted and how they affect future contracts.

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced PET resin (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic PET resin 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 PET resin 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 RELATED INFORMATION--Continued**

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

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

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced PET resin?

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 PET resin 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-a. (a) What is the geographic market area in the United States served by your firm's PET resin?

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

(b) Please provide the share of the quantity of your firm's sales during 2004 to the following two geographical areas:

East (territory east of the Rocky Mountains) \_\_\_\_\_ PERCENT

West (territory west of the Rocky Mountains) \_\_\_\_\_ PERCENT

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

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

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

IV-B-11. (a) Please list in order of importance any products that may be substituted for PET resin.

- (1) \_\_\_\_\_ (2) \_\_\_\_\_  
 (3) \_\_\_\_\_ (4) \_\_\_\_\_

(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 PET resin?

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

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

IV-B-12. How has the demand within the United States (and outside the United States if known) for PET resin changed since January 1, 2002? What principal factors effect changes in demand?

- Increased       Unchanged       Decreased

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

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

IV-B-13. Have there been any significant changes in the product range or marketing of PET resin since January 1, 2002?

- No             Yes--Please describe.

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IV-B-14. Does your firm sell PET resin over the internet?

- No             Yes--Please describe, noting the estimated percentage of your firm's total sales of PET resin in 2004 accounted for by internet sales.

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

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

III-B-15. Is PET resin produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?<sup>1</sup> 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>2</sup>

Country-pair	United States	India	Indonesia	Taiwan	Thailand	Other countries
United States						
India						
Indonesia						
Taiwan						
Thailand						

<sup>1</sup> Indicate whether your response would differ between PET resins used for hot-filled or cold-filled converter applications.

<sup>2</sup> For any country-pair producing PET resin which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

III-B-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between PET resin produced in the United States and in other countries a significant factor in your firm's sales of the products?<sup>1</sup> Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>2</sup>

Country-pair	United States	India	Indonesia	Taiwan	Thailand	Other countries
United States						
India						
Indonesia						
Taiwan						
Thailand						

<sup>1</sup> Indicate whether your response would differ between PET resins used for hot-filled or cold-filled converter applications.

<sup>2</sup> For any country-pair producing PET resin which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

IV-B-17. In the table below, please report the quantities purchased by your firm and amounts paid for both MEG (Mono Ethylene Glycol) and PTA (Purified Terephthalic Acid) on a quarterly basis during 2002-2004.

Period of Purchase	MEG		PTA	
	Quantity (pounds)	Value (dollars)	Quantity (pounds)	Value (dollars)
<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				

IV-B-18. What percentage of your U.S. shipments were sold pursuant to a pricing formula related to raw materials? \_\_\_\_\_ percent. Briefly describe the formula and how various inputs were determined.

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

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

Please identify below the names and addresses of your firm's 10 largest customers for PET resin during 2002-2004. 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 PET resin 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 IV.--PRICING AND RELATED INFORMATION--Continued**

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

**PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

**Since January 1, 2002:** Did your firm lose sales of PET resin to imports of these products from India, Indonesia, Taiwan, and Thailand?

Yes       No

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

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

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