PURCHASERS' QUESTIONNAIRE

POLYETHYLENE TEREPHTHALATE FILM, SHEET, AND STRIP FROM INDIA AND TAIWAN

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 21, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty review investigations concerning polyethylene terephthalate film, sheet, and strip ("PET film") from India and Taiwan (inv. Nos. 701-TA-415 and 731-TA-933 and 934 (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 Catherine DeFilippo (202-205-3253).

Name of firm

Email address:

Address	S		
City		State	Zip code
World V	Wide Web address		
	firm purchased PET film (as defined as January 1, 2002?	in the instruction booklet) from any so	ource (domestic or foreign) at any
\square_{NO}	(Sign the certification below and p	romptly return only this page of the q	uestionnaire to the Commission)
YES	(Read the instruction booklet caref return the entire questionnaire to the	fully, complete all parts of the question ne Commission)	nnaire, sign the certification, and
		CERTIFICATION	
elief and under	rstand that the information submitted	is subject to audit and verification by	
rovided in this	questionnaire and throughout these	reviews in any other import-injury i	contract personnel, to use the information to the information or reviews conducted by the see note the certification accordingly.)
s employees, ar ecords of these	nd contract personnel who are acting reviews or related proceedings for whi and operations of the Commission put	g in the capacity of Commission emp ch this information is submitted, or in	ese reviews may be used by the Commission ployees, for developing or maintaining th a internal audits and investigations relatin erstand that all contract personnel will sig
Name and Title	of Authorized Official	Date	
		()	()
Signature of Au	thowized 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.

	the actual number of hours required an onnaire and completing the form.		
	-	hourso	lollars
	n any comments you may have for imposic questions. Please attach such comme		
the instruction book	nd address of establishment(s) covered klet for reporting guidelines). If your fi and trading symbol.		
Is your firm owned.	, in whole or in part, by any other firm?	?	
∐ No	YesList the following information.	T	
Firm name	Address	Extent of ownership	
	<u></u> -		
importing PET film	re any related firms, either domestic or a from India or Taiwan into the United Stafform India or Taiwan to the United Stafform India or Taiwan India or	States or which are engaged in	ı
□ No □	YesList the following information.		
Firm name	Address	Affiliation	

PART I.--GENERAL QUESTIONS--Continued

<u>Firm name</u>	Address	<u>Affiliation</u>
In Part III of this que	stionnaire we request a copy of you	company's husiness plan Doo
company or any rela	stionnaire we request a copy of you red firm have a business plan or any expected future market conditions for	internal documents that describ
company or any rela discuss, or analyze e	ed firm have a business plan or any	internal documents that describ PET film?

PART II.--PURCHASES

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

(<i>Quantity</i> in 1,000 pounds, <i>value</i> in \$1,000)						
Item		2002	2003	2004	2005	2006
PURCHASES OF PET FILM PRODUCED IN THE UNITED STATES:						
Quantity						
Value						
PURCHASES OF PET FILM PRODU	JCED IN INDIA:					
Quantity						
Value						
PURCHASES OF PET FILM PRODU	JCED IN TAIWAN:					
Quantity						
Value						
PURCHASES OF PET FILM PRODUCED IN ALL OTHER COUNTRIES:1						
Quantity						
Value						

PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of PET film from different sources (both domestic and foreign) have changed since 2002 (the year the antidumping and countervailing duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

	Country	Increase/decrease	Reason				
(a)	Did your fire	m purchase PET film fro	om India or Taiwan before 2002?				
	□ NoSkij	_	Yes				
(b)	If yes, has ye 2002?	our pattern of purchasin	ag PET film from India or Taiwan changed since				
	No, our	pattern of purchasing is	essentially unchanged.				
	Yes, we discontinued purchases from India because of the order.						
	Yes, we reduced purchases from Taiwan because of the order.						
		we changed the pattern order (please explain be	of purchases from India or Taiwan for reasons of elow).				
(c)		ttern of purchasing PET check all that apply).	film from nonsubject foreign sources changed si				
	We did i	not purchase from nonsu	ubject foreign sources before or after the order.				
	No, our	pattern of purchasing is	essentially unchanged.				
	Yes, we	increased purchases fro	om nonsubject countries because of the order.				
			n of purchases from nonsubject countries for reason				

III-1.	Which of the following best describes your fronting the specific end uses if known)?	rm as a purchaser of PET film (check all that apply,
	END USER ()
	PROCESSOR ()
)
	Other ()
III-2.	(a) If your firm is a distributor or reseller of I which you sell PET film?	PET film, what are the major types of consumers to
	(b) Do you compete for sales to your custome you purchase PET film?	ers with the manufacturers or importers from which
III-3.		order of quantity of PET film consumed, the top 3 film as a component part or input. Please indicate for by PET film.
	Product you produce Per	cent of cost accounted for by PET film
	1	
	2	
	3	
III-4.	(a) If your firm is an end user of PET film, has incorporating PET film changed since 2002?	as the demand for your firm's final products
	Increased Unchanged	Decreased
	(b) Has this had any effect on your firm's det	mand for PET film?

Do you anticipate any changes in terms of the end uses of PET film in the future? No YesPlease describe and identify the time period. Provide any	No	en any changes in the end uses of PET film since 2002?
No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue. (a) Please list in order of importance any products that may be substituted for PET film. (1)	NO	YesDiscuss the changes, noting the time period in which they occurr
No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue. (a) Please list in order of importance any products that may be substituted for PET film. (1)		
underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue. (a) Please list in order of importance any products that may be substituted for PET film. (1)	Do you anticij	pate any changes in terms of the end uses of PET film in the future?
(b) For each possible substitute product, please give examples of applications and end uses which they are substitutes. (c) Have changes in the prices of these products affected the price for PET film? No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for film since 2002?	∐No	underlying assumptions, along with relevant portions of business
(b) For each possible substitute product, please give examples of applications and end uses which they are substitutes. (c) Have changes in the prices of these products affected the price for PET film? No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for film since 2002?		
(b) For each possible substitute product, please give examples of applications and end uses which they are substitutes. (c) Have changes in the prices of these products affected the price for PET film? No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for film since 2002?	(a) Please list	in order of importance any products that may be substituted for PET film.
which they are substitutes. (c) Have changes in the prices of these products affected the price for PET film? No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for film since 2002?	(1)	(2)(3)
No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for film since 2002?		
No Yes-Please explain. Have there been any changes in the number or types of products that can be substituted for film since 2002?		
Have there been any changes in the number or types of products that can be substituted for film since 2002?	(c) Have chan	ges in the prices of these products affected the price for PET film?
film since 2002?	No	Yes-Please explain.
film since 2002?		
No YesPlease explain.		

III-9.	Do you anticipate any changes in terms of the substitutability of other products for PET film in the future?
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-10.	How has demand within the United States for PET film changed since 2002?
	Increased Unchanged Decreased
	Other (describe)
	What were the principal factors affecting changes in demand?
	How has demand <u>outside</u> the United States for PET film changed since 2002?
	Increased Unchanged Decreased
	Other (describe)
	What were the principal factors affecting changes in demand?
III-11.	Do you anticipate any future changes in PET film demand in the United States and, if known, the rest of the world?
	YesPlease 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-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss PET film demand and/or factors affecting PET film 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 2002 to the present and forecasts of these demand data.

III-13.	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.Sproduced PET film in the U.S. market since 2002?
	YesPlease 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-14.	Is buying a product that is produced in the United States an important factor in your firm's purchases of PET film (please check ALL that apply)?
	No
	YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of PET film.
	YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of PET film.
	YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of PET film.
III-15.	(a) Is the PET film market subject to business cycles or conditions of competition distinctive to PET film?
	No YesPlease explain and provide estimates of the duration of any such cycle.
	(b) Has the emergence of new markets for PET film since 2002 affected the business cycles or conditions of competition distinctive to PET film?
	No YesPlease explain any such changes.

III-16.	Who are your major competitors?
III-17.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving PET film based on the producer of the PET film you purchase?
	Your firm:
	Your customers:
	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:
III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving PET film based on the country of origin of the PET film you purchase?
	Your firm:
	Your customers:
	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-19.	(a) How frequently do you make purchases?
	Daily
	Other (specify)
	(b) Do you expect this purchasing pattern to change in the next two years?
	No YesHow and why do you expect these changes to occur?
III-20.	How many suppliers do you generally contact before making a purchase?
III-21.	(a) Do purchases of PET film usually involve negotiations between supplier and purchaser? No YesPlease 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 YesSpecify the time period.
III-22.	Have you changed suppliers in the last 5 years?
	YesPlease 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.

III-23.	(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?
	No YesPlease identify the firms and indicate how you become aware of them.
	(b) Do you expect new PET film suppliers to enter the market in the future? No YesPlease provide details, noting the specific future time period in your response.
III-24.	Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the PET film they sell to your firm? No Yes percent of purchases in 2006 Yes-all purchases Please provide a general description of the certification or qualification process and the time required.
III-25.	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-26.	Since 2002, have any domestic or foreign producers failed in their attempts to certify or qualify their PET film with your firm or have any producers lost their approved status? YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for PET film.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum quantity requirements	s 🗖		
Packaging			
Product consistency			
Quality meets industry standard	s 🔲		
Quality exceeds industry standa	rds 🔲		
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			
		П	П

firm in deciding from whom to purchase PET film for any one order (examples inclavailability, extension of credit, prearranged contracts, price, quality exceeding spe industry standards, range of supplier's product line, traditional supplier, etc.).					
	1				
	2				
	3				
	Other factors or comments:				
III-28.	What characteristics does your firm consider when determining the quality of PET film?				
III-29.	How often does your firm purchase the PET film that is offered at the lowest price? Always Usually Sometimes Never				
III-30.	Please list the names of any firms you considered price leaders in the PET film market since 2002. 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-31.	Please describe how the above firm(s) exhibited price leadership.				
III-32.	How frequently does the price of the PET film you are purchasing change?				

III-33.	Does your firm purchase PET film over the internet?
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of PET film in 2006 accounted for by internet purchases.
III-34.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. PET film industry since 2002 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. PET film 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-35.	What do you think will be the likely effects of any revocation of the antidumping and countervailing duty orders for imports of PET film from India and Taiwan? As appropriate, please discuss any potential effects of revocation of the antidumping and countervailing duty orders 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 IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PET FILM

	Please indicate the countries of origin for PET film for which your firm has actual marketing/pricing knowledge.							
Unit	United States							
Indi	India							
Taiv	Taiwan							
Chir	China (PRC)							
Othe	Other countries (Please specify							
IV-2. Is PET film 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹								
Country-pair	United States	India	Taiwan	Other countries				
United States								
India								
Taiwan								
¹ For any country-pair producing PET film which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:								

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PET FILM--Continued

IV-3.	Do you or your customers ever specifically order PET film from one country in particular over other possible sources of supply?					
	YesPlease 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 PET film 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 PET film available from only a single source (domestic or foreign, including both subject and nonsubject countries)?					
	No YesPlease identify the source and the grade/type/size.					
IV-5.	If you purchased PET film 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 PET FILM--Continued

IV-6. For the factors listed below, please rate how PET film produced in each country you identified in your response to the first question in Part IV compares with PET film 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 t	to	
(specify country)	(specify country)	
SUPERIOR	COMPARABLE	INFERIOR
Availability		
Delivery terms		
Delivery time		
Discounts offered		
Extension of credit		
Lower price ¹		
Minimum qty requirements		
Packaging		
Product consistency		
Quality meets industry standards		
Quality exceeds industry standards		
Product range		
Reliability of supply		
Technical support/service		
Lower U.S. transportation $costs^1 \dots \square$		
Other (specify):		

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PET FILM--Continued

IV-7.	(a) How often does domestically produced PET film meet minimum quality specifications for your uses or your customers' uses?					
	Always	Usually		netimes	Rarely or never	
	(b) How often or your custom Always		_		nimum quality specific	cations for your uses
	(c) How often uses or your cu			ET film meet	minimum quality spe	cifications for your
	Country	[Always	Usually	☐ Sometimes	☐ Rarely or never
	Country	□	Always	Usually	☐ Sometimes	☐ Rarely or never
	Country	[Always	Usually	☐ Sometimes	☐ Rarely or never
IV-8.	V-8. (a) Since 2002, has there been a change in the price of PET film? If so, has the price of U.Sproduced PET film changed more or less than the price of imported PET film from India or Taiwan?					
	☐ No change	in price				
	Prices have	e changed by th	he same amo	unt		
	Price of U.Sproduced PET film has changed relative to the price of PET film from India					
	(b) If the price India, the price				relative to the price of vely	FPET film from
	Higher	Lower				
	Price of U.	Sproduced P	ET film has c	changed relativ	ve to the price of PET	film from Taiwan
	(b) If the price of U.Sproduced PET film has changed relative to the price of PET film from Taiwan, the price of U.Sproduced PET film is now relatively					
	Higher	Lower				

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased PET film since 2002 and approximate the percentage of your PET film purchases each accounted for in 2006.

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