

**U.S. IMPORTERS' QUESTIONNAIRE**

**POLYETHYLENE TEREPHTHALATE FILM, SHEET, AND STRIP  
FROM KOREA**

**This questionnaire must be received by the Commission by no later than MAY 2, 2011**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning polyethylene terephthalate film, sheet, and strip ("PET film") from Korea (Inv. No. 731-TA-459 (Third 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)).

<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 imported PET film (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2005?
<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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 means of 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.*

*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.*

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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. **Ownership.**--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 INFORMATION--Continued**

I-8. **Consignees.**--If your firm is an importer of record of PET film but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters PET film into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No       Yes

Bonded warehouses       No       Yes

I-10. **TIB.**--Please indicate whether your firm imports PET film under the TIB (temporary importation under bond) program.

No       Yes

I-11. **Business plan.**--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 market conditions for PET film?

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

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

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes--Please specify.

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

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

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

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II?

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

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of PET film since January 1, 2005.

*(check as many as appropriate) (please describe)*

office/warehouse openings..... \_\_\_\_\_

\_\_\_\_\_

office/warehouse closings ..... \_\_\_\_\_

\_\_\_\_\_

relocations ..... \_\_\_\_\_

\_\_\_\_\_

expansions ..... \_\_\_\_\_

\_\_\_\_\_

acquisitions..... \_\_\_\_\_

\_\_\_\_\_

consolidations..... \_\_\_\_\_

\_\_\_\_\_

prolonged shutdowns or importation curtailments ..... \_\_\_\_\_

\_\_\_\_\_

revised labor agreements ..... \_\_\_\_\_

\_\_\_\_\_

other..... \_\_\_\_\_

\_\_\_\_\_

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of PET film 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. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of PET film in the future if the antidumping duty order on PET film from Korea 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. **Arranged imports.**--Has your firm imported or arranged for the importation of PET film from Korea for delivery after March 31, 2011?

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

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II-6. **Reasons for importing if producer.**--If your firm also produces PET film in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from Kolon in Korea.**--Does your firm import PET film from Kolon in Korea (include both subject and nonsubject imports)?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of PET film imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

## Korea (Kolon)

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:</b> <sup>2</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
<sup>1</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 each period identified above: <hr/> <hr/>								
<sup>2</sup> Identify your principal export markets: <hr/> <hr/>								

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

II-7b. **Imports from other subject producers in Korea.**--Does your firm import PET film from **subject producers** (e.g. Hyosung, Kohap, or SKC) **other than Kolon** in Korea? **DO NOT INCLUDE ANY IMPORTS FROM KOLON.**

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of PET film imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA: Other SUBJECT Producers  
(Hyosung, Kohap, SKC, or other subject producers)  
Name of company: \_\_\_\_\_**

Item	Quantity (in 1,000 pounds), value (in \$1,000)							
	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories (quantity) (A)</b>								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:<sup>2</sup></b>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories (quantity) (J)</b>								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
<sup>1</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 each period identified above: _____ _____								
<sup>2</sup> Identify your principal export markets: _____ _____ _____								
NOTE.--Imports from 2005-2010 from HSI and Toray Korea are nonsubject.								



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

II-7c. **Imports from other nonsubject producers in Korea.**--Does your firm import PET film from any other **nonsubject producers HSI or Toray Korea in Korea?** DO NOT INCLUDE ANY IMPORTS FROM KOLON.

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of PET film imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA: NONSUBJECT Producers  
(HSI or Toray Korea)**

**Name of company:** \_\_\_\_\_

Item	Quantity (in 1,000 pounds), value (in \$1,000)							
	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories (quantity) (A)</b>								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:<sup>2</sup></b>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories (quantity) (J)</b>								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
<sup>1</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 each period identified above: _____ _____								
<sup>2</sup> Identify your principal export markets: _____ _____ _____								

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

II-7d. **Imports from ALL SOURCES OUTSIDE OF KOREA.**--Does your firm import PET film from countries other than Korea?

- No.                       Yes-- Report your firm's imports and your firm's shipments and inventories of PET film imported from countries **other than Korea** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-March	
	2005	2006	2007	2008	2009	2010	2010	2011
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b> <sup>1</sup>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/company transfers:</b>								
Quantity (F)								
Value <sup>2</sup> (G)								
<b>Export shipments:</b> <sup>3</sup>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
<sup>1</sup> Please identify the source and foreign producers, if known: _____ _____ _____								
<sup>2</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 each of the periods noted above: _____ _____								
<sup>3</sup> Identify your principal export markets: _____ _____ _____								

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

**II-8. Reconciliation of import data.--**

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile?  Yes  No--(Please explain: \_\_\_\_\_)

$D + F = K + L$

Do these data reconcile?  Yes  No--( Please explain: \_\_\_\_\_)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2005 should equal line A of year 2006). Do these data reconcile for each adjacent calendar year?

Yes.  No--Please explain.

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- II-9. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of PET film from Korea 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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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of PET film in the future if the antidumping duty order on PET film from Korea 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 III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from **John Benedetto (202-205-3270, john.benedetto@usitc.gov)**

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

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

Please indicate the manner by which Commission staff may contact the individual responsible for parts II to IV with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: (\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_

**PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since October 2007 (for PET film produced by Kolon) or January 2005 (for PET film produced by Hyosung, Kohap, SKC, or any other subject Korean producer) of the following products you imported from Korea:

**Product 1.---48 gauge Plain film (for packaging/industrial markets).**

**Product 2. --48 gauge Corona-treated film (for packaging/industrial markets).**

**Product 3. -- 48 gauge Chemically-treated film (for packaging/industrial markets).**

**Product 4. -- 40-44 gauge Corona-treated film (for packaging/industrial markets).**

**Product 5. -- 40-44 gauge Chemically-treated film (for packaging/industrial markets).**

**Product 6. -- 45-60 gauge Shrink Stable film (for hot-stamping applications).**

**Product 7. -- 200-650 gauge clear film (for thermal lamination/industrial markets)**

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.—do not provide data for PET film produced by HSI or Toray Korea.

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

III-2. **Price data**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **Korea** and sold by your firm.

**Korea (Kolon)**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2007:</b> October-December				
<b>2008:</b> January-March				
April-June				
July-September				
October-December				
<b>2009:</b> January-March				
April-June				
July-September				
October-December				
<b>2010:</b> January-March				
April-June				
July-September				
October-December				
<b>2011:</b> January-March				
<sup>1</sup> Net values ( <i>i.e.</i> , 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. <sup>2</sup> Pricing product definitions are provided on the first page of Part III.				
<b>Note.</b> --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 2: _____				

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

III-2. **Price data (Korea).**—Continued

**Korea (Kolon)**

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2007:</b> October-December				
<b>2008:</b> January-March				
April-June				
July-September				
October-December				
<b>2009:</b> January-March				
April-June				
July-September				
October-December				
<b>2010:</b> January-March				
April-June				
July-September				
October-December				
<b>2011:</b> January-March				

<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.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2. **Price data (Korea).**—Continued

**Korea (Kolon)**

<i>(Quantity in pounds, value in dollars)</i>						
Period of shipment	Product 5		Product 6		Product 7	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2007:</b> October-December						
<b>2008:</b> January-March						
April-June						
July-September						
October-December						
<b>2009:</b> January-March						
April-June						
July-September						
October-December						
<b>2010:</b> January-March						
April-June						
July-September						
October-December						
<b>2011:</b> January-March						
<sup>1</sup> Net values ( <i>i.e.</i> , 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. <sup>2</sup> Pricing product definitions are provided on the first page of Part III.						
<b>Note.</b> --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  Product 5: _____ Product 6: _____ Product 7: _____						



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

III-2. **Price data (Korea).**—Continued

**Korea (Hyosung, Kohap, SKC, and other subject producers)**

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

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

III-2. **Price data (Korea).**—Continued

**Korea (Hyosung, Kohap, SKC, and other subject producers)**

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2005:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2. **Price data (Korea).**—Continued

**Korea (Hyosung, Kohap, SKC, and other subject producers)**

(Quantity in pounds, value in dollars)						
Period of shipment	Product 5		Product 6		Product 7	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2006:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2010:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2011:</b>						
January-March						

<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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

Product 7: \_\_\_\_\_

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

III-3. **Price setting**-- How does your firm determine the prices that it charges for sales of PET film (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction       Contracts       Set price lists
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-4. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts       Annual total volume discounts       No discounts
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

III-5. **Pricing terms for PET film**--

- (a) What are your firm's typical sales terms for its imported PET film (e.g., 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of imported PET film usually quoted? (check one)
- F.o.b.--Please specify point: \_\_\_\_\_       Delivered

III-6. **Contract versus spot**--Approximately what share of your firm's sales of its imported PET film in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

III-7. **Long-term contract provisions.**--If you sell PET film imported from Korea 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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No

III-8. **Short-term contract provisions.**--If you sell PET film imported from Korea 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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet or release provision?     Yes     No

III-9. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of PET film imported from Korea?

<u>Source</u>	<u>Share of sales,</u> <u>2010</u>	<u>Lead time</u>
From your U.S. inventory	_____	_____ days
From foreign manufacturers' inventory	_____	_____ days
Produced to order	_____	_____ days
<b>Total</b>	<b>100 %</b>	

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

**III-10. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of certain PET film imported from Korea that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm    or purchaser
- (c) When you sell PET film imported from Korea, from where is it shipped?  
 (check one) point of importation  or storage facility
- (d) What proportion of your sales of PET film imported from Korea are delivered within 100 miles of your point of shipment (provide the percentages)? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**III-11. Geographical shipments.--** What is the geographic market area in the United States served by your firm's shipments of PET film imported from any source? (check all that apply)

Geographic area	√ if applicable
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

**III-12. End uses.--**List the end uses of the PET film that you import from Korea. For each end-use product, please estimate the percentage of the total cost that is accounted for by PET film and other inputs.

End use product	Share of total cost of end use product accounted for by		Total
	PET film (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

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

III-13. **Changes in end uses.**--Have there been any changes in the end uses of PET film since 2005?

No             Yes--Please describe.

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III-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of PET film?

No             Yes--Please describe.

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III-15. **Substitutes.**— Are there any products that may be substituted for PET film?

No             Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	Have changes in the prices of this substitute affected the price of PET film since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

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

III-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for PET film since 2005?

No             Yes--Please explain.

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III-17. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for PET film?

No             Yes—Please explain.

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IV-18. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for PET film since 2005?

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(b) Do you anticipate changes in your raw material costs in the foreseeable future?

No             Yes—Please explain.

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III-19. **Changes in factors affecting supply.**--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 PET film in the U.S. market since 2005?

No             Yes--Please provide details.

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

**III-20. Availability of "subject" import supply.--**

(a) Do you anticipate any changes in terms of the availability of PET film imported from Korea in the U.S. market?

Increase                       No change                       Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

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**III-21. Availability of "nonsubject" import supply.--**Has the availability of NONSUBJECT PET film (*i.e.*, PET film imported from countries other than Korea, or from Korean producers HSI and/or Toray Korea) changed since 2005?

No                       Yes--Please explain.

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**III-22. Export constraints.--**Describe how easily your firm can shift its sales of PET film 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 PET film between the U.S. and alternative country markets within a 12-month period.

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

III-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of PET film since 2005?

No             Yes--Please describe and quantify if possible.

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III-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of PET film?

No             Yes--Please identify.

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III-25. **Demand trends.**--

(a) How has the demand within the United States for PET film changed since January 1, 2005? What principal factors affect changes in demand?

Increased             No Change             Decreased             Fluctuated

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(b) How has the demand outside the United States for PET film changed since January 1, 2005? What principal factors affect changes in demand?

Increased             No Change             Decreased             Fluctuated

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

**III-26. Anticipated demand trends.--**

(a) How do you anticipate demand will change within the United States for PET film? What principal factors will affect these changes in demand?

Increase                       No Change                       Decrease                       Fluctuate

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(b) How do you anticipate demand will change outside the United States for PET film? What principal factors will affect these changes in demand?

Increase                       No Change                       Decrease                       Fluctuate

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**III-27. Conditions of competition.--**

(a) Is the PET film market subject to business cycles or conditions of competition other than the changes in the overall economy?

No                       Yes--Please explain and estimate the duration of any such cycle.

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(b) Have the business cycles or conditions of competition for PET film changed since 2005?

No                       Yes--Please explain any such changes.

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

III-28. **Price comparisons.**--Please compare market prices of PET film in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

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III-29. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss PET film supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea, and (3) the world as a whole. Of particular interest is such data from 2004 to the present and forecasts for the future.



