

**PURCHASERS' QUESTIONNAIRE**  
**LAMINATED WOVEN SACKS FROM CHINA**

**This questionnaire must be received by the Commission by no later than May 8, 2008**

**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 countervailing duty and antidumping investigations concerning laminated woven sacks from China (inv. Nos. 701-TA-450 and 731-TA-1122 (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)). Further information on this questionnaire can be obtained from James Fetzer (202-708-5403 or james.fetzer@usitc.gov).

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

Has your firm purchased laminated woven sacks ("LW sacks") (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2005?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
- YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations 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 these investigations 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 these investigations 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*

\_\_\_\_\_  
*Email address*

**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 15 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. Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing LW sacks from China into the United States or which are engaged in exporting LW sacks from China to the United States?

No  Yes--List the following information.

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

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

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

No             Yes--List the following information.

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

**PART II.--PURCHASES**

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

<i>(Quantity in number of sacks, value in \$1,000) (8,000 sacks=1 short ton=907 kilograms)</i>			
Item	2005	2006	2007
<b>PURCHASES OF LW SACKS PRODUCED IN THE UNITED STATES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF LW SACKS PRODUCED IN CHINA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF LW SACKS PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please identify these countries: _____			
_____			

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

II-2. If the relative shares of your firm's total purchases of LW sacks from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased LW sacks from only one country, please explain the reasons for doing so.

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

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

- END USER (\_\_\_\_\_)
- DISTRIBUTOR (\_\_\_\_\_)
- Other (\_\_\_\_\_)

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

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

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

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

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

III-4. (a) If your firm is an end user of LW sacks, has the demand for your firm's final products incorporating LW sacks changed since January 1, 2005?

Increased       Unchanged       Decreased

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

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

III-5. (a) Please list in order of importance any products that may be substituted for LW sacks.

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

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

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(c) Have changes in the prices of these products affected the price for LW sacks?

No       Yes--Please explain.

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III-6. Are you aware whether the LW sacks you are purchasing are U.S.-produced or imported?

Always       Usually       Sometimes       Never

III-7. Do you know the manufacturer of the LW sacks that you purchase?

Always       Usually       Sometimes       Never

III-8. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always       Usually       Sometimes       Never

III-9. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No       Yes--Please explain.

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III-10. How many suppliers do you generally contact before making a purchase?

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

III-11. Have you changed suppliers since January 1, 2005?

- No             Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-12. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No             Yes--Please identify the firms.

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III-13. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the LW sacks they sell to your firm?

- No             Yes-- \_\_\_\_ percent of purchases in 2007             Yes--all purchases

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

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III-14. 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.

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III-15. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their LW sacks with your firm or have any producers lost their approved status?

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

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

III-16. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for LW sacks.

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

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

III-16. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase LW sacks for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

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

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

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

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

III-17. What characteristics does your firm consider when determining the quality of LW sacks?

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

III-18. How often does your firm purchase the LW sacks that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-19. Please list the names of any firms you considered price leaders in the LW sacks market during 2005-2007. 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-20. Please describe how the above firm(s) exhibited price leadership.

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

III-21. Does your firm purchase LW sacks over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of LW sacks in 2007 accounted for by internet purchases.

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

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

III-22. Since January 1, 2005, has your firm purchased LW sacks with a vertical back seam?

No  Yes

III-23. Since January 1, 2005, has your firm purchased LW sacks in tubular form?

No  Yes

III-24. If you purchased both LW sacks in tubular form and LW sacks with a vertical back seam, please report the quantity and value of your firm's 2007 purchases of each type of LW sack?

Tubular LW sacks: \_\_\_\_\_ # of sacks \_\_\_\_\_ dollars

Vertical back seam LW sacks: \_\_\_\_\_ # of sacks \_\_\_\_\_ dollars

III-25. What are the your firm's perceived differences between LW sacks in tubular form and LW sacks with a vertical back seam? What type of product is preferable for your firm's end use?

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

III-26. Since January 1, 2005, has your firm purchased LW sacks laminated to an exterior ply of paper (paper-laminated woven sacks)?

No  Yes

III-27. Since January 1, 2005, has your firm purchase LW sacks laminated to an exterior ply of biaxially-oriented polypropylene film ("BOPP film") (BOPP-laminated woven sacks)?

No  Yes

III-28. If you purchased LW sacks with both a paper exterior ply and a BOPP film exterior ply then report the quantity and value of your firm's 2007 purchases of each type of LW sack?

Paper LW sacks: \_\_\_\_\_ # of sacks \_\_\_\_\_ dollars

BOPP-film LW sacks: \_\_\_\_\_ # of sacks \_\_\_\_\_ dollars

III-29. What are the your firm's perceived differences between paper LW sacks and BOPP-film LW sacks? What type of product is preferable for your firm's end use?

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

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

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

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

IV-2. Are LW sacks produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Other countries
United States			
China			

<sup>1</sup> For any country-pair producing LW sacks which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

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

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

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

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

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IV-5. If you purchased LW sacks 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.

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IV-6. Please discuss the business cycle for LW sacks in the United States.

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

IV-7. For the factors listed below, please rate how LW sacks produced in each country you identified in your response to the first question in Part IV compares with LW sacks 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.

_____	<b>compared to</b>			_____
(specify country)				(specify country)
	<b>SUPERIOR</b>	<b>COMPARABLE</b>		<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Lower price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Lower U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
Other (specify): _____ .....	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>

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<sup>1</sup> 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  
LW SACKS--Continued**

IV-8. (a) How often do domestically produced LW sacks meet minimum quality specifications for your uses or your customers' uses?

Always       Usually       Sometimes       Rarely or never

(b) How often do LW sacks imported from China meet minimum quality specifications for your uses or your customers' uses?

Always       Usually       Sometimes       Rarely or never

(c) How often do imported nonsubject LW sacks meet minimum quality specifications for your uses or your customers' uses?

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

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

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

**PART V.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest suppliers of LW sacks purchased during 2006-2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of LW sacks that each of these suppliers accounted for in 2007.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2007 purchases (%)</b>
1					
2					
3					
4					
5					