

**CANADIAN INTERNATIONAL TRADE TRIBUNAL**

**DOMESTIC PRODUCER'S QUESTIONNAIRE RESPECTING  
YARNS IDENTICAL TO OR SUBSTITUTABLE FOR  
TEXTURED POLYPROPYLENE MULTIFILAMENT YARN**

**REQUEST NO. TR-2007-002**

This information is for the use of the Canadian International Trade Tribunal (the Tribunal) to assist it in investigating a request for tariff relief filed by Korhani Manufacture Inc. (Korhani) regarding importations of multifilament yarn, solely of polypropylene, textured, fully drawn, with an "S" twist exceeding 50 turns per metre, measuring per single yarn 1,680 decitex or more but not exceeding 3,215 decitex, of tariff item No. 5402.34.00, for use in the manufacture of area rugs (the subject yarn).

The request is for the removal, for an indeterminate period of time, of the customs duty on importations from all countries of the subject yarn, which is classified under tariff item No. 5402.34.00 of the schedule to the *Customs Tariff*.

As an actual or potential producer of yarns identical to or substitutable for the subject yarn, you are requested to complete this questionnaire.

Information that is confidential in nature will be treated in accordance with sections 43 to 49 of the *Canadian International Trade Tribunal Act (CITT Act)*, which require that it shall not be made public in such a manner as to be available for the use of any business competitor or rival of the reporting person, firm or corporation. Access to confidential information will be granted only to qualified counsel for a party to the proceedings pursuant to subsection 45(3) of the *CITT Act*.

**CERTIFICATION**

The undersigned certifies that the information herein supplied is complete and correct to the best of his/her knowledge and belief. The undersigned also certifies that a non-confidential edited version or non-confidential summary of the confidential information herein supplied cannot be provided.

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Date

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Signature of Authorized Official

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Telephone

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Fax

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Name and Title of Authorized Official  
(Please print)

## GENERAL INSTRUCTIONS

1. This questionnaire has been designed to minimize the burden of responding on participants. Space has been provided to accommodate your comments and explanations. Should you require additional space to answer any question, please use separate sheets and attach them to the questionnaire.
2. This questionnaire is divided into two parts:  
PART I — deals with information that is public in nature. However, any request to treat any portion of this information as confidential must be fully justified in writing.  
PART II — deals with information that is confidential in nature and that will not be made public in such a manner as to be available for the use of any business competitor or rival of the reporting person, firm or corporation.
3. If the answer to any question is “none,” “not applicable” or “not available,” please indicate which of these situations applies rather than leave the space blank.
4. Please return a hard copy OR an electronic version (NOT BOTH) of the completed questionnaire to the Tribunal.
5. If certain data are not readily available, please provide estimates and indicate whether the data have been estimated and how.
6. Metric measurements should be used at all times where feasible and where industry norms permit. For example, in cases relating to fabrics, the data requested regarding volume must be provided in square metres and the price or cost data must be on a dollar per square metre basis. In cases relating to yarns, volume must be provided in linear metres and price or cost data must be on a dollar per linear metre basis. In cases relating to fibres, volume must be provided in grams and price or cost data must be on a dollar per gram basis.
7. The completed questionnaire is to be filed with the Secretary, Canadian International Trade Tribunal, Standard Life Centre, 333 Laurier Avenue West, 15th Floor, Ottawa, Ontario K1A 0G7, fax No. 613-990-2439, **no later than November 7, 2007.**
8. The samples as defined in the “Product” section of this questionnaire are required to be submitted to the Secretary of the Tribunal **no later than November 7, 2007.**
9. If you have any questions regarding the completion of this questionnaire, please contact Ms. Jo-Anne Smith at 613-993-7197.

**CANADIAN INTERNATIONAL TRADE TRIBUNAL**

**DOMESTIC PRODUCER'S QUESTIONNAIRE**

**PART I****PUBLIC INFORMATION****GENERAL**

1. Please provide the identity of your firm and counsel for your firm, if any, including:

<hr/> <p style="text-align: center;">Business Name</p>	<hr/> <p style="text-align: center;">Location of the production facilities where the yarns considered to be identical to or substitutable for the subject yarn described in the request are produced</p>
<b>HEAD OFFICE</b>	<b>CONTACT PERSON</b>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	Name and Corporate Title
Address	<hr/>
<hr/>	Telephone                      Fax
Telephone                      Fax	<hr/>
<hr/>	E-mail Address
Web Site	<hr/>
<b>COUNSEL</b>	<b>FOR SERVICE OF DOCUMENTS</b>
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Name	<hr/>
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Address	Address
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Telephone                      Fax	<hr/>

<b>CANADIAN INTERNATIONAL TRADE TRIBUNAL</b>
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<b>DOMESTIC PRODUCER'S QUESTIONNAIRE</b>
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- 2. Please provide a brief production history of your firm, including principal goods currently produced. If your firm has produced, in the past, yarns considered to be identical to or substitutable for the subject yarn, please provide an indication of the date on which it ceased production and the reasons for ceasing production in Canada.

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**POSITION**

- 3. Please provide your firm's position regarding the request and reasons for supporting or opposing the request.

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**PRODUCT**

4. Please provide a detailed description of the physical characteristics of yarns produced by your firm in Canada which it considers to be identical to or substitutable for the subject yarn, including the fibre type, fibre content, yarn construction, yarn type, yarn size, yarn weight, yarn twist factor and other special characteristics, such as finishing, colour combinations, washability. Also, please specify the production process used, e.g. carding, combing, dry forming, wet forming, bonding, needlepunching, ring spinning, open-end spinning, etc.

Identical or Substitutable Yarn	_____	_____	_____	_____	_____
Fibre Type	_____	_____	_____	_____	_____
Fibre Content	_____	_____	_____	_____	_____
Yarn Construction	_____	_____	_____	_____	_____
Yarn Type	_____	_____	_____	_____	_____
Yarn Size	_____	_____	_____	_____	_____
Yarn Weight	_____	_____	_____	_____	_____
Yarn Twist Factor	_____	_____	_____	_____	_____
Production Process	_____	_____	_____	_____	_____
Other Special Characteristics	_____	_____	_____	_____	_____

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5. Please provide two samples of 250 linear metres on the original spool of the yarns described in response to question 4 of this questionnaire.

- 6. If your firm is not presently producing identical or substitutable yarns, but intends to produce such yarns, please provide an indication of the time and investment required to begin production of these yarns.

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- 7. Please state the reasons why your firm considers these yarns to be identical to or substitutable for the subject yarn described in the request.

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- 8. Please provide a description of the process by which the yarns are or will be produced and, if the process is, or will be, totally or partly subcontracted, an indication of which operations are or will be subcontracted.

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- 9. Please provide a description of the principal end uses for the yarns produced, or proposed to be produced, by your firm.

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**DOMESTIC SUPPLIERS**

- 10. Please provide the names and addresses of your firm's five major domestic competitors that produce identical or substitutable yarns and that sell these yarns to firms that produce area rugs.

<b>Firm</b>	<b>Address</b>
<hr/>	<hr/>
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11. Please provide comments on the claim of benefits made by Korhani in its request, if tariff relief is granted.

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12. Please provide any other information that may be useful in explaining your firm's position.

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**PART II**

**CONFIDENTIAL INFORMATION**

**Note: Information requested in this part is considered to be confidential in nature and will be treated as such in accordance with sections 43 to 49 of the *CITT Act*.**

**NAME OF PRODUCER:** \_\_\_\_\_

**GENERAL**

13. Please provide the names of your firm's five major Canadian purchasers of the identical or substitutable yarns that are used to produce area rugs. Include company name, address, telephone number and contact person.

Company	Address	Telephone	Contact Person
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

14. Please report your firm's total number of employees broken down by administrative and production personnel and the number of employees engaged directly in the production of the identical or substitutable yarns as indicated in the following table.

	Number of Employees
Administrative Personnel	_____
Production Personnel	_____
<b>TOTAL</b>	_____
Direct Employment	_____

**DOMESTIC PRODUCTION AND SALES**

15. Please provide commercial information on yarns which are produced, or could be produced, by your firm and which are considered to be identical to or substitutable for the subject yarn described in the request, including the volume of domestic production, volume of domestic sales, average unit selling price (net of discounts, allowances and taxes, but including delivery costs) and unit gross margin (equals unit selling price less unit cost of raw materials, chemicals, labour, overhead and transportation) on your firm's domestic sales of these yarns, broken down by identical or substitutable yarn produced.

(i) Data for the period from March 3, 2006, to March 2, 2007.

<b>Identical or Substitutable Yarn</b>	<b>Volume Produced (kg)</b>	<b>Volume of Domestic Sales (kg)</b>	<b>Average Unit Selling Price (\$/kg)</b>	<b>Unit Gross Margin (\$/kg)</b>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

(ii) Estimated data for the period from March 3, 2007, to March 2, 2008.

<b>Identical or Substitutable Yarn</b>	<b>Volume Produced (kg)</b>	<b>Volume of Domestic Sales (kg)</b>	<b>Average Unit Selling Price (\$/kg)</b>	<b>Unit Gross Margin (\$/kg)</b>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

16. What average unit gross margin was earned on your firm's domestic sales of the identical or substitutable yarns identified above in each of the past three years?

Yarn	Unit Gross Margin (\$/kg)		
	2005	2006	2007
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

17. What is your firm's minimum acceptable unit gross margin for the identical or substitutable yarns identified above? Please explain how these amounts are determined.

Yarn	Unit Gross Margin (\$/kg)
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

18. What would be the minimum percentage price differential that would make identical or substitutable yarns uncompetitive with the subject yarn? Please explain.

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\_\_\_\_\_

19. Please provide the estimated percentage, in terms of volume and dollar sales, of total plant sales for which the production (or anticipated production) of these yarns accounts (or would account). In addition, please provide the share of production of these yarns that is estimated to be used or consumed internally (including sales to affiliated firms) for further processing.

(i) Data for the period from March 3, 2006, to March 2, 2007.

<b>Yarn</b>	<b>Percent Share of Total Plant Production</b>	<b>Percent Share of Total Plant Sales</b>	<b>Percent Share of Production for Further Processing</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(ii) Estimated data for the period from March 3, 2007, to March 2, 2008.

<b>Yarn</b>	<b>Percent Share of Total Plant Production</b>	<b>Percent Share of Total Plant Sales</b>	<b>Percent Share of Production for Further Processing</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

20. Please provide the minimum production run required and minimum quantities that must be ordered by any one customer.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

21. What is your firm's current plant capacity for producing identical or substitutable yarns? What is your firm's current plant capacity utilization rate of the production of these yarns?

**Plant Capacity  
(kg)**

**Capacity Utilization Rate  
(%)**

\_\_\_\_\_

\_\_\_\_\_

22. Please provide the minimum yearly order quantities to justify dedicating additional plant capacity.

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

23. What is the normal lead time required to fill an order?

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

24. Please explain whether the yarns are exclusively produced (i.e. sales are confined or limited to a particular customer or customers) and whether a comparable selling treatment would be extended to Korhani and at what terms (price, volume, delivery time, payment period, etc.).

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25. Are there any other customized commercial services offered to customers for these yarns?

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**IMPORTS**

26. If your firm is an importer of the subject yarn described in the request, please provide the volume, value for duty and landed value (landed at your firm's facilities) of your firm's annual imports of this yarn. Data are to be broken down between imports for open-market sales and imports for internal use (including imports for resale to affiliated firms) for further processing.

(i) Data for the period from March 3, 2006, to March 2, 2007.

Yarn	_____	_____	_____	_____	_____
Country of Origin	_____	_____	_____	_____	_____
Total Volume Imported (kg)	_____	_____	_____	_____	_____
Imports for Open-Market Sales	_____	_____	_____	_____	_____
Imports for Internal Use	_____	_____	_____	_____	_____
Value for Duty	_____	_____	_____	_____	_____
Landed Value	_____	_____	_____	_____	_____

(ii) Estimated data for the period from March 3, 2007, to March 2, 2008.

Yarn	_____	_____	_____	_____	_____
Country of Origin	_____	_____	_____	_____	_____
Total Volume Imported (kg)	_____	_____	_____	_____	_____
Imports for Open-Market Sales	_____	_____	_____	_____	_____
Imports for Internal Use	_____	_____	_____	_____	_____
Value for Duty	_____	_____	_____	_____	_____
Landed Value	_____	_____	_____	_____	_____

**EXPORTS**

27. Please provide the volume and average unit delivered value (net of discounts, allowances and taxes, but including delivery costs) of your firm's annual exports, if any, of each of the yarns produced, or proposed to be produced, and the destination of those yarns.

(i) Data for the period from March 3, 2006, to March 2, 2007.

<b>Yarn</b>	<b>Volume of Annual Exports (kg)</b>	<b>Average Unit Delivered Value of Exports (\$/kg)</b>	<b>Destination/Country</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(ii) Estimated data for the period from March 3, 2007, to March 2, 2008.

<b>Yarn</b>	<b>Volume of Annual Exports (kg)</b>	<b>Average Unit Delivered Value of Exports (\$/kg)</b>	<b>Destination/Country</b>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____



**ANTICIPATED COSTS**

28. Please provide a description of the estimated economic impact on your firm that would result if the requested tariff relief were granted (i.e. loss of sales volume, reduced prices, reduction in unit gross margin, decrease in employment, number of annual hours worked, the hourly rate, etc.).

Data for the period from March 3, 2007, to March 2, 2008.

Yarn	_____	_____	_____	_____	_____
Sales Volume (kg)	_____	_____	_____	_____	_____
Unit Selling Price (\$/kg)	_____	_____	_____	_____	_____
Unit Gross Margin (\$/kg)	_____	_____	_____	_____	_____
Employment (number of employees)	_____	_____	_____	_____	_____
Annual Hours Worked	_____	_____	_____	_____	_____
Hourly Rate	_____	_____	_____	_____	_____

**Any Other Anticipated Costs**

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**END PRODUCT INFORMATION**

29. If your firm is an integrated producer, please provide the volume and average unit delivered value (net of discounts, allowances and taxes, but including delivery costs) broken down by weight, of your firm's domestic sales of area rugs produced from the identical or substitutable yarns and of every other product produced by your firm using the yarns considered to be identical to or substitutable for the subject yarn described in the request.

(i) Data for the period from March 3, 2006, to March 2, 2007.

<b>End Product Produced</b>	<b>Volume of Sales<sup>1</sup></b>	<b>Average Unit Delivered Value<sup>2</sup> (\$/unit)</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

(ii) Estimated data for the period from March 3, 2007, to March 2, 2008.

<b>End Product Produced</b>	<b>Volume of Sales<sup>1</sup></b>	<b>Average Unit Delivered Value<sup>2</sup> (\$/unit)</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

1. Specify units of measurement.  
2. Units must be the same as those for volumes of end product.