

U.S. PURCHASERS' QUESTIONNAIRE
POLYVINYL ALCOHOL FROM TAIWAN

This questionnaire must be received by the Commission by no later than October 27, 2010

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 antidumping duty investigation concerning polyvinyl alcohol (PVA) from Taiwan (inv. No. 731-TA-1088 (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 Gerry Benedick (phone: 202-205-3244; fax: 202 205 2340; e-mail: gerald.benedick@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased any form of PVA at any time since January 1, 2007 (i.e., scope PVA, PVB-grade PVA, PVA in fiber form, or low-hydrolysis PVA as defined in the instruction booklet and on page two of this questionnaire)?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (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)</p>
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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>	

For purposes of this questionnaire, the term “PVA” refers to all polyvinyl alcohol including polyvinyl alcohol that is in the scope of this investigation (defined below as “SCOPE PVA”) and out-of-scope polyvinyl alcohol described below.

Except as otherwise stated, the information being sought throughout this questionnaire concerns polyvinyl alcohol in the scope of this investigation, defined below as “SCOPE PVA”.

SCOPE PVA: For purposes of this investigation, the Department of Commerce has defined the subject merchandise as all polyvinyl alcohol hydrolyzed in excess of 80 percent, whether or not mixed or diluted with commercial levels of defoamer or boric acid. PVB-grade low-ash polyvinyl alcohol (defined below as PVB-GRADE PVA) and PVA in fiber form are not included in the scope of this investigation. The merchandise under investigation is currently classifiable under subheading 3905.30.00 of the Harmonized Tariff Schedule of the United States (HTSUS). Although the HTSUS subheading is provided for convenience and customs purposes, the written description of the merchandise under investigation is dispositive.

OUT-OF-SCOPE PVA:

The Commission is seeking additional but more limited information regarding three forms of polyvinyl alcohol that are excluded from the scope of these investigations: PVB-grade low-ash polyvinyl alcohol (defined below as PVB-GRADE PVA); polyvinyl alcohol in fiber form (“PVA IN FIBER FORM”) and polyvinyl alcohol hydrolyzed at 80 percent or below (“LOW-HYDROLYSIS PVA”). Questions seeking information on PVB-GRADE PVA, PVA IN FIBER FORM and LOW-HYDROLYSIS PVA will be clearly identified in the title or the text of the question.

PVB-GRADE PVA: For purposes of this questionnaire, this term applies to PVB-grade low-ash PVA that meets the following specifications: Hydrolysis, Mole % of 98.40 ± 0.40 , 4% Solution Viscosity 30.00 ± 2.50 centipois, and ash—ISE, wt% less than 0.60, 4% solution color 20mm cell, 10.0 maximum APHA units, haze index, 20 mm cell, 5.0, maximum.

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.

Firm name	Address	Extent of ownership

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing scope PVA from Taiwan into the United States or which are engaged in exporting scope PVA from Taiwan to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing scope PVA from countries other than Taiwan into the United States or which are engaged in exporting scope PVA from countries other than Taiwan to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of scope PVA?

No Yes--List the following information.

Firm name	Address	Affiliation

PART II.--PURCHASES AND RELATED INFORMATION

II-1. **Contact information.**--Who should be contacted regarding the requested purchases and related information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. **Purchases from U.S. producers and importers.**—Report, as indicated below, your firm's purchases of PVA (either directly or through a sales agent or broker) for each applicable form of PVA as defined earlier. Report based on delivery date, not order date. Report delivered values to your firm's receiving location(s). If your firm imported PVA, do not report such imports as purchases, but complete an importer questionnaire.

(a) Scope PVA:

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	2007	2008	2009	January-June 2010
Purchases of scope PVA produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
Taiwan:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES AND RELATED INFORMATION--Continued

II-2. Purchases from U.S. producers and importers.—Continued

(b) PVB-grade PVA:

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	2007	2008	2009	January-June 2010
Purchases of PVB-grade PVA produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
Taiwan:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

(c) PVA in fiber form:

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	2007	2008	2009	January-June 2010
Purchases of PVA in fiber form produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
Taiwan:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES AND RELATED INFORMATION--Continued

II-2. **Purchases from U.S. producers and importers.—Continued**

(d) Low-hydrolysis PVA:

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	2007	2008	2009	January-June 2010
Purchases of low-hydrolysis PVA produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
Taiwan:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

II-3. **Changes in purchasing patterns.**-- Based on your firm's response to question II-2, if the relative levels of your firm's purchases of scope PVA produced in different countries (domestic and foreign) have changed since 2007, state whether the relative share from that country increased or decreased, and state the reason(s).

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	_____ _____
Taiwan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	_____ _____
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	_____ _____

PART II.--PURCHASES AND RELATED INFORMATION--Continued

II-4. **Multiple sourcing.**—Did your firm have a multi-country sourcing policy involving its purchases of scope PVA during January 2007-June 2010?

- No Yes—Please identify the countries and explain the reason(s) below.

II-5. **Purchase from single country.**--If your firm purchased scope PVA produced in only one country during January 2007-June 2010, please identify the country and explain the reason(s) for doing so.

II-6. **Domestic purchases.**--Was buying a product produced in the United States an important factor in your firm's purchases of PVA during January 2007-June 2010 (please check ALL that apply)? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

- Scope PVA PVB-grade PVA (Check one)

- No
- Yes--Purchases of domestic PVA in the applicable form (including PVA for use in downstream products) are required by law or regulation (for example, government purchases under "Buy America" provisions). This involved ____ percent of all your firm's purchases of domestic PVA in the applicable form during January 2007-June 2010.
- Yes--Purchases of domestic PVA in the applicable form (including PVA for use in downstream products) are not required by law or regulation, but are by your customers for PVA or for the downstream product containing PVA. This involved ____ percent of all your firm's purchases of domestic PVA in the applicable form during January 2007-June 2010.
- Yes--Purchases of domestic PVA in the applicable form are required for other reasons (please specify these reasons below). This involved ____ percent of all your firm's purchases of domestic PVA in the applicable form during January 2007-June 2010.

PART II.--PURCHASES AND RELATED INFORMATION--Continued

II-7. **PVA grades/types.**—

(a) Please identify below the principal factors considered in determining the grade of scope PVA (e.g., degree of hydrolysis, viscosity, etc.).

(b) Please use the following definitions of standard and specialty scope PVA products in responding to II-7c below:

Standard grades—Products with a hydrolysis level of 85 percent or higher, and a 4 percent solution viscosity of less than 75cP. This includes multi-component blends of products with these characteristics but excludes any copolymer modified products.

Specialty grades—Products with a hydrolysis level lower than 85 percent OR with a 4 percent solution viscosity greater than 75cP OR with any kind of copolymer (either grafted or copolymerized).

(c) Please report below the quantity of your firm's 2009 U.S. purchases of scope PVA that were produced domestically, imported from Taiwan, and imported from nonsubject countries that were standard and specialty products.

U.S.-produced scope PVA:

Standard products (*in 1,000 pounds*): _____

Specialty products (*in 1,000 pounds*): _____

Imported scope PVA from Taiwan:

Standard products (*in 1,000 pounds*): _____

Specialty products (*in 1,000 pounds*): _____

Imported scope PVA from nonsubject countries:

Standard products (*in 1,000 pounds*): _____

Specialty products (*in 1,000 pounds*): _____

PART II.--PURCHASES AND RELATED INFORMATION--Continued

II-8. **Supplier identification.**-- Please identify below the names and addresses of your firm's **FIVE** largest suppliers of PVA during January 2007-June 2010. Please also provide the name, telephone number, and e-mail (if known) of a contact person, the country-of-origin of PVA from that supplier, and the percentage share of the quantity of your firm's total purchases of the applicable PVA (based on your firm's response to question II-2) that each of these customers accounted for in 2009. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No.	Supplier's name	Country-of-origin of applicable PVA	City and State	Contact person	Telephone number and e-mail address	Share of 2009 purchases (%)
1						
2						
3						
4						
5						

PART II.--PURCHASES AND RELATED INFORMATION

III-1. **Contact information.**--Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

III-2. **Firm type.**--Which of the following best describes your firm as a purchaser of PVA (check all that apply, noting the specific uses if known) during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

- Scope PVA PVB-grade PVA (Check one)
- PVB producer (Please specify: _____)
- Textile product producer (Please specify: _____)
- Paper producer (Please specify: _____)
- Adhesives producer (Please specify: _____)
- Emulsion polymerization producer (Please specify: _____)
- Building products producer (Please specify: _____)
- Pharmaceutical products producer (Please specify: _____)
- Other end use, list end use (Please specify: _____)
- DISTRIBUTOR (Please specify: _____)

III-3. **Types of customers.**--If your firm is a distributor or reseller of scope PVA, what were the major types of U.S. customers to which you sold the scope PVA during January 2007-June 2010?

III-4. **Competition for sales.**—

(a) If your firm is a distributor or reseller of scope PVA, did it compete during January 2007-June 2010 for sales to your customers with the U.S. manufacturers or importers from which you purchased scope PVA?

No Yes--Please describe and identify the firms and the country source of their scope PVA.

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

III-4. **Competition for sales.**—Continued

(b) In addition to any suppliers, who were your other major competitors for sales of the scope PVA during January 2004-June 2010 (identify the firms and, if known, their country source of scope PVA)?

III-5. **End uses.**—If your firm is an end user of PVA, list in descending order of quantity of PVA used, the top 3 downstream products for which your firm purchased PVA as an input during January 2007-June 2010. In addition, list the purchaser category your firm reported in question III-2 for each such downstream product. Please also indicate the average share of your firm's cost to produce each such downstream product that was accounted for by PVA during this period. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Downstream product	Purchaser category	Share of cost accounted for by the applicable PVA (<i>percent</i>)
1.		
2.		
3.		

III-6. **Changes in end uses.**--Have there been any changes in the U.S. end uses or mix of end uses of PVA during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes--Please describe.

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

III-7. Downstream demand for PVA.—

(a) If your firm is an end user of PVA, has the demand for your firm's final products incorporating PVA changed since January 2007? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Increased Decreased Fluctuated No change

(b) What effect has any such change had on your firm's demand for the applicable PVA since January 2007?

III-8. **Decisions based on producer.**--Did your firm (either reseller or end user), and to the extent that you know, did your customers (only for resellers) make purchasing decisions involving scope PVA during January 2007-June 2010 based on the producer of the scope PVA that you purchased?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm and/or, if a reseller, your customers determined the producer and why this information was important.

Your firm: _____

Your customers: _____

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

III-9. **Decisions based on country-of-origin.**--Did your firm (either reseller or end user), and to the extent that you know, did your customers (only for resellers) make purchasing decisions involving scope PVA during January 2007-June 2010 based on the country of origin of the scope PVA you purchased?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm and/or, if a reseller, your customers determined the source and why this information was important.

Your firm: _____

Your customers: _____

III-10. **Delivery frequency.**--

(a) How frequently did you receive deliveries of scope PVA (typically based on an earlier purchase agreement) during January 2007-June 2010?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

(b) Did you make significant changes in your pattern of deliveries during January 2007-June 2010?

No Yes—Please describe and explain.

III-11. **Number of suppliers contacted.**--How many suppliers did your firm generally contact before making a purchase of scope PVA during January 2007-June 2010? (*Answer separately, as appropriate, for long-term (agreement for more than 12 months), short-term (for 12 months or less), or spot purchases*).

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

III-12. **Supply disruption.**--Since January 1, 2007, have any of your suppliers of scope PVA placed you on allocation, declined to deliver quantities requested in orders in whole or in part, delivered less than the quantity promised, been unable to meet timely shipping commitments, or otherwise departed from the normal course of supply you have come to expect? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes

If yes, please identify the supplier(s) and country of origin of the applicable PVA, the time period involved, and the nature of the disruption.

III-13. **Supplier negotiations.**--

(a) Did your firm's purchases of scope PVA usually involve negotiations between your supplier(s) and your firm during January 2007-June 2010?

No Yes--Please describe your firm's negotiations. In your response, please comment on whether your firm quoted competing prices as part of the negotiation process. Also comment on whether larger quantities purchased resulted in lower prices compared to smaller quantities.

Quote competing prices:

No Yes

Larger quantities generally result in lower prices:

No Yes

Description of negotiations: _____

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

III-13. Supplier negotiations--Continued

(b) Did your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period during January 2007-June 2010?

- No Yes—Explain and identify the country of origin of the scope PVA and specify the time period.

III-14. Change in suppliers--Have you changed suppliers of scope PVA during January 2007-June 2010?

- No Yes--Please list the supplier or suppliers, the country source(s) of scope PVA 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-15. New suppliers.—Were you aware of any new suppliers of scope PVA, either foreign or domestic, that entered the U.S. market during January 2007-June 2010?

- No Yes--Please identify the firms, the country source of their scope PVA, and indicate how you became aware of them.

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

III-16. **Supplier qualification.**—Did you require your suppliers to become certified or already be certified or prequalified with respect to the quality or other performance/product characteristic of the scope PVA they sold to your firm during January 2007-June 2010?

- No Yes-- _____ percent of scope PVA purchases in 2009
 Yes--all purchases of scope PVA

Please provide a general description of the certification or qualification process, and estimate the time and cost required for qualification during January 2007-June 2010.

Length of time: _____

Cost (in dollars): _____

Description: _____

III-17. **Factors considered vis-à-vis suppliers.**--Briefly describe the factors that you considered when qualifying a new supplier of scope PVA (e.g., quality of product, reliability of supplier, etc.) during January 2007-June 2010.

III-18. **Failure to certify.**—During January 2007-June 2010, did any domestic or foreign producers/suppliers fail in their attempts to certify or qualify their scope PVA with your firm or have any producers/suppliers lost their approved status?

- No Yes--Please identify these firms, the country source of their scope PVA, whether they failed or lost the certification/qualification, and the reasons for the latter.

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

III-19. **Purchasing factors.**—

(a) For the factors listed below, please rate each in terms of its importance in your firm's purchase decision for PVA during January 2007-June 2010. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

	Very Important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of preferred type	<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"/>
Hydrolysis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<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"/>
Supplier prequalification	<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-19. Purchasing factors.—Continued

(b) Please list, in descending order of their importance, the three major factors generally considered by your firm during January 2007-June 2010 in deciding from whom to purchase PVA for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality, range of supplier's product line, traditional supplier, etc.). Answer separately for each applicable PVA form and *copy this question as needed to complete your response*.

Scope PVA PVB-grade PVA (Check one)

1. _____

2. _____

3. _____

Other factors or comments: _____

III-20. Quality characteristics.--What characteristics did your firm consider when determining the quality of PVA during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response*.

Scope PVA PVB-grade PVA (Check one)

III-21. Choice of product not based on price.--If you purchased scope PVA from one source although a comparable product was available from another source at a lower price during January 2007-June 2010, please explain your reasons for doing so (please specify the supplying 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, or minimum order size, reliability of supply, etc.

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

III-22. **Frequency of decisions based on price.**--How often did your firm purchase scope PVA that was offered at the lowest price during January 2007-June 2010?

- Always Usually Sometimes Never

If your firm answered “sometimes or never,” please explain the reason(s).

III-23. **Frequency of price changes.**--How frequently did the price of the scope PVA you purchased change during January 2007-June 2010? (*Answer separately, as appropriate, for long-term (agreement for more than 12 months), short-term (for 12 months or less), or spot purchases*).

III-24. **Price leaders.**—

Please list the names of any firms (and the country source of their scope PVA) you considered price leaders in the U.S. scope-PVA market during January 2007-June 2010. 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. Please also describe how each firm exhibited price leadership.

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

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

(a) How has total demand within the United States for PVA changed during January 2007-June 2010? What principal factors affected any changes in demand? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Increased Decreased Fluctuated No change

(b) How has the demand outside the United States (if known) for PVA changed during January 2007-June 2010? What principal factors affected any changes in demand? If applicable, identify specific foreign countries. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Increased Decreased Fluctuated No change

III-26. **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 PVA demand and supply (the latter including production capacity and capacity utilization) (1) the United States, (2) each of the other major producing/consuming countries and (3) the world as a whole. Of particular interest is such data during January 2007-June 2010 and forecasts for the future.

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

III-27. **Cyclical/seasonal U.S. demand.**—Was U.S. demand for PVA subject to any cyclical/seasonal fluctuations, product cycles, or other U.S. conditions of competition distinctive to PVA during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes

If yes—

(a) Please check below the type(s) of demand fluctuations and then discuss the nature and timing of these fluctuations during January 2007-June 2010. In addition indicate whether any business cycles apply to the overall economy and/or specific downstream sectors.

Cyclical (longer than one year for complete cycle)

Seasonal (within one year for complete cycle)

Product cycle (completed within one year, or longer than one year—Check one)

Other competitive condition(s) (specify _____)

Discussion: --In addition, identify, if applicable, peak and lowest demand months in a year.

(b) Please explain how any U.S. cyclical/seasonal/other demand fluctuations affected your firm's purchase prices and quantities of the applicable PVA at any time(s) during January 2007-June 2010.

(c) Have there been any changes in the business cycles or conditions of competition in specific U.S. sectors using the applicable PVA or for total applicable PVA in the U.S. market since January 1, 2007?

No Yes-- Please describe.

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

III-28. Substitutes in demand in the U.S. market.—

Substitution in demand refers to products that can, based on market price considerations and household-consumer/industrial-user preferences or technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a vis the price of the other product—some consumers/industrial users may require greater price changes than others before they switch among the alternative products.

(a) Do substitutes for PVA exist in the U.S. market? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes

If yes, please list in descending order of importance any products, other than the applicable PVA, that may be substituted for the applicable PVA in the U.S. market during January 2007-June 2010. For each possible substitute product, please give examples of applications and end uses involving the substitute and indicate whether changes in the price of the substitute affect the price and/or quantity for the applicable PVA (also estimate the length of any time lag of such an effect).

Substitute product	Description of applications and end uses	Have changes in the prices of this substitute affected the price and/or quantity of the applicable PVA during January 2007-June 2010?
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.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-28. **Substitutes in demand in the U.S. market.**—Continued

(b) Have there been any changes in the number or types of products that can be substituted for PVA or changes in the relative importance of existing substitutes during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes--Please explain.

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

III-28. Substitutes in demand in the U.S. market.—Continued

(c) Do various grades/types of the applicable PVA substitute for each other in the U.S. market? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes

If yes, please discuss below the extent to which the applicable PVA products could substitute for each other during January 2007-June 2010. Discuss substitution of the applicable PVA of different hydrolysis, viscosity, and other features and the end use/applications with any such substitution. For each possible substitution discussed, please indicate the extent to which any such substitution actually occurred during January 2007-June 2010.

Different hydrolysis:

Different viscosities:

Other factor differences (specify): _____

PART IV.—PRODUCT COMPARISONS

IV-1. **Contact information.**--Who should be contacted regarding the requested information on product comparisons?

Company contact: _____
Name and title

() _____
Phone number E-mail address

IV-2. **Country knowledge.**--Please indicate the countries of origin for PVA for which your firm has actual marketing/pricing knowledge during January 2007-June 2010. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

United States
 Taiwan
 Other countries (Please specify _____)

IV-3. **Country preferences.**--Did you or your customers ever specifically order PVA from one country in particular over other possible sources of supply during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

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 the applicable PVA from these countries were preferred over the applicable PVA from other countries (please note the specific applicable PVA products and uses in your response).

PART IV.—PRODUCT COMPARISONS--Continued

IV-4. **Availability of merchandise.**--Were certain grades/types of PVA available from only a single source (domestic or foreign, including both subject and nonsubject countries) during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

No Yes--Please identify the country source and the grade/type of the applicable PVA and use.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factors other than price.**--Were differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between PVA produced in the United States and imported PVA a significant factor in your firm's purchases of PVA during January 2007-June 2010? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹ Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Country-pair	Taiwan	China	Germany	Singapore	Other countries ²
United States					
Taiwan					
China					
Germany					
Singapore					

¹ For each country-pair for which factors other than price *always* or *frequently* were a significant factor in your firm's purchases of the applicable PVA during January 2007-June 2010, please identify the advantages or disadvantages imparted by such factors and identify the associated country pair(s):

² Identify any "other countries."

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. Factor country comparisons.--Continued

Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Quality	Product from _____ compared to product from _____			Product from _____ compared to product from _____			Product from _____ compared to product from _____		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
	Availability	-	-	-	-	-	-	-	-
Availability of preferred type	-	-	-	-	-	-	-	-	-
Delivery terms	-	-	-	-	-	-	-	-	-
Delivery time	-	-	-	-	-	-	-	-	-
Discounts offered	-	-	-	-	-	-	-	-	-
Extension of credit	-	-	-	-	-	-	-	-	-
Hydrolysis	-	-	-	-	-	-	-	-	-
Viscosity	-	-	-	-	-	-	-	-	-
Lower price ¹	-	-	-	-	-	-	-	-	-
Minimum quantity requirements	-	-	-	-	-	-	-	-	-
Packaging	-	-	-	-	-	-	-	-	-
Product consistency	-	-	-	-	-	-	-	-	-
Quality meets industry standards	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards	-	-	-	-	-	-	-	-	-
Product range	-	-	-	-	-	-	-	-	-
Reliability of supply	-	-	-	-	-	-	-	-	-
Supplier prequalification	-	-	-	-	-	-	-	-	-
Technical support/service	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs ¹	-	-	-	-	-	-	-	-	-
Other (specify):									
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-

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

PART IV.-- PRODUCT COMPARISONS--Continued

IV-8. Minimum quality--

(a) How often did domestically produced PVA meet minimum quality specifications for your uses or your customers' uses during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Always Usually Sometimes Rarely or never

(b) How often did imported PVA from Taiwan meet minimum quality specifications for your uses or your customers' uses during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Source	Always	Usually	Sometimes	Rarely or never
Taiwan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often did imported PVA from nonsubject countries (*i.e.*, PVA from countries other than Taiwan) meet minimum quality specifications for your uses or your customers' uses during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Source	Always	Usually	Sometimes	Rarely or never
China	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART IV.-- PRODUCT COMPARISONS--Continued

IV-9. **Change in price.**-- If your firm negotiated prices for its purchases of PVA for 2010, please report the percentage price increase or decrease for 2010 prices compared to 2009 prices. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA PVB-grade PVA (Check one)

Country	Price change for 2010 compared to 2009
United States	_____
Taiwan	_____
China	_____
Germany	_____
Singapore	_____
All other countries	_____

PART IV.-- PRODUCT COMPARISONS--Continued

IV-10. COMPARABILITY OF SCOPE PVA AND PVB-GRADE PVA.–

Please describe the **differences and similarities between scope PVA and PVB-grade PVA** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
