CURTIS

Curtis, Mallet-Prevost, Colt & Mosle LLP

Respondents' Presentation

Xanthan Gum from Austria and China

Inv. Nos. 731-TA-1202-1203 (Final)

ATTORNEY ADVERTISING

James P. Durling

Curtis Mallet-Prevost

Overall Market Shares

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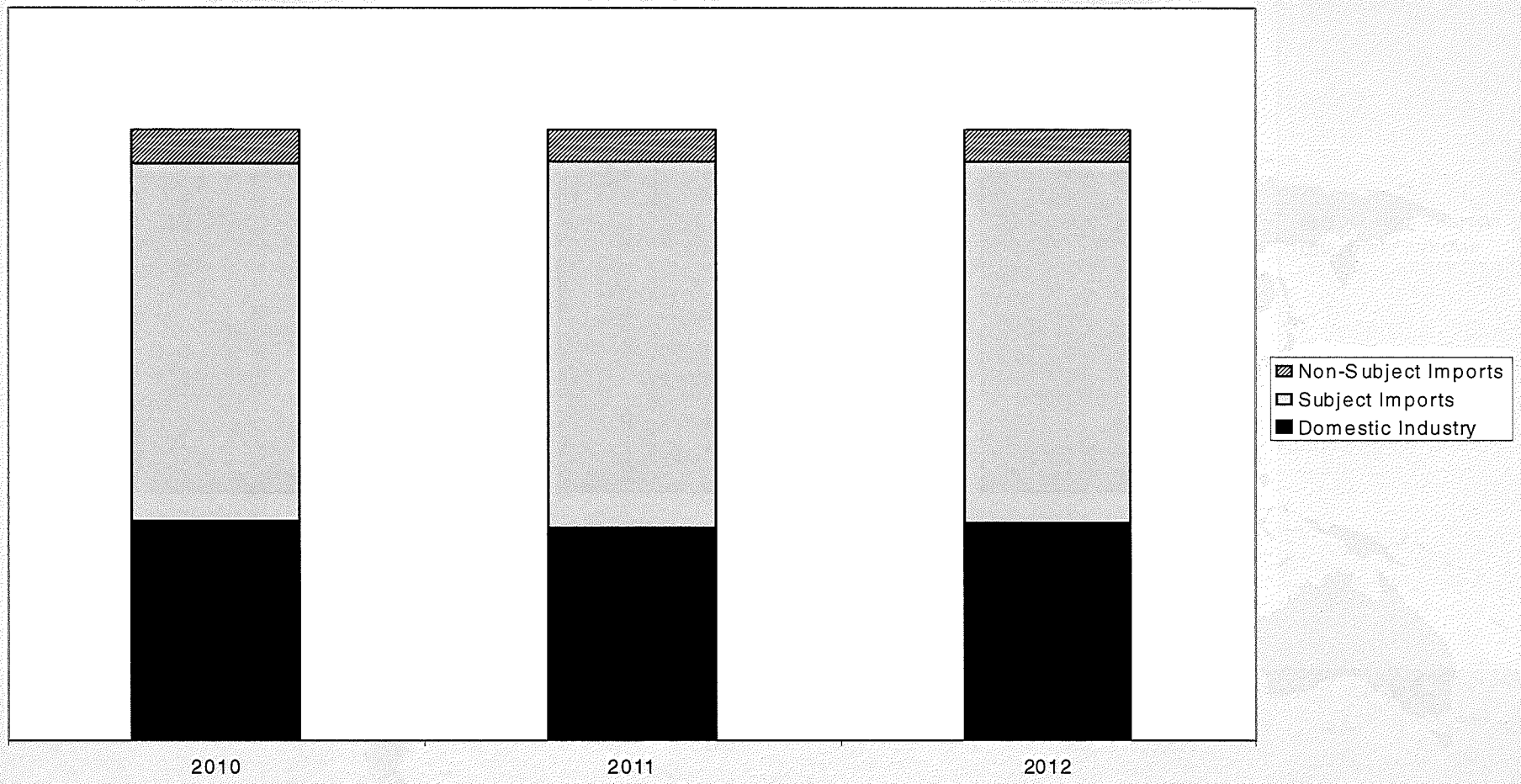
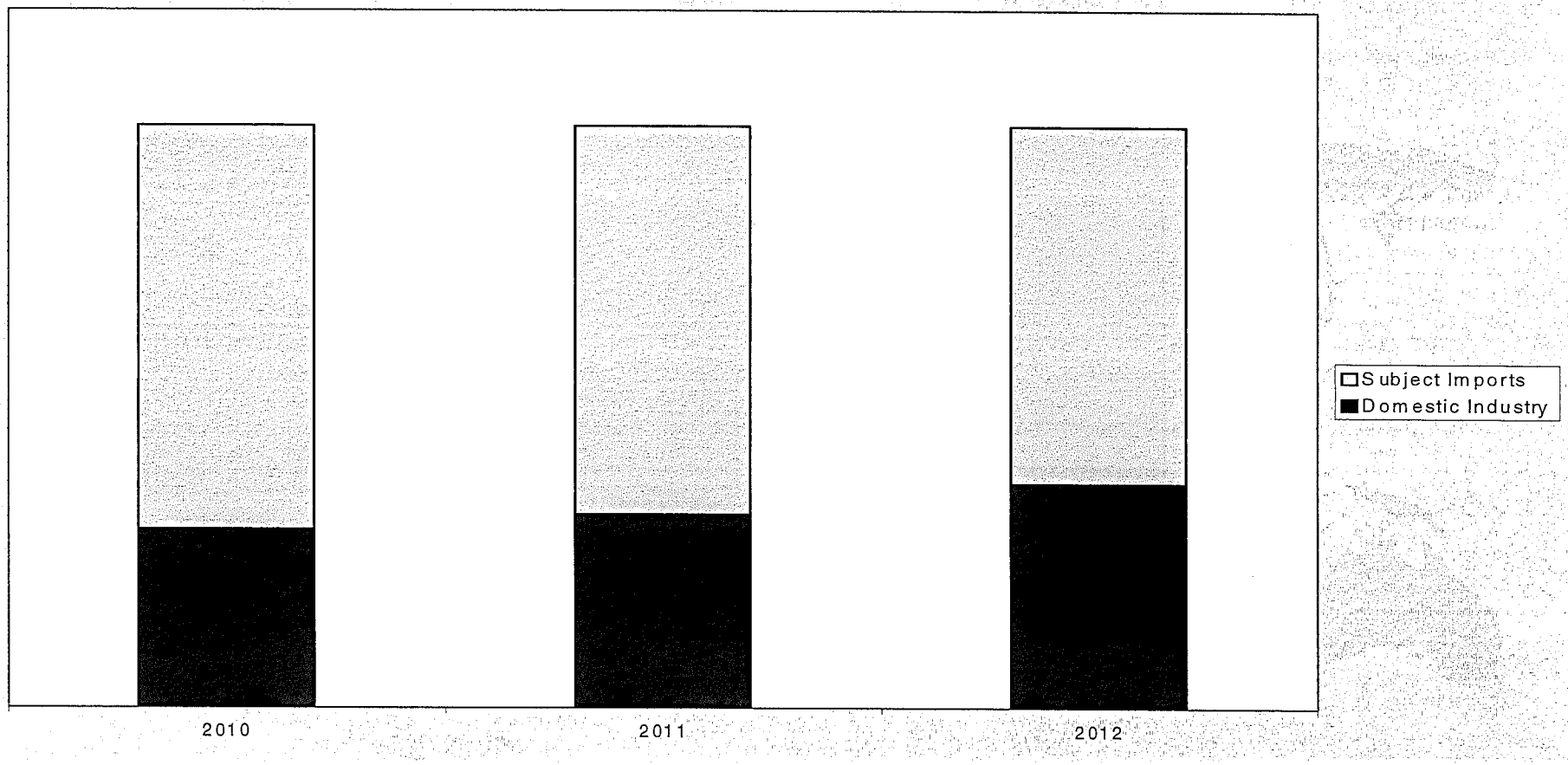


Deosen Prehearing Brief at 13

Oilfield Market Shares

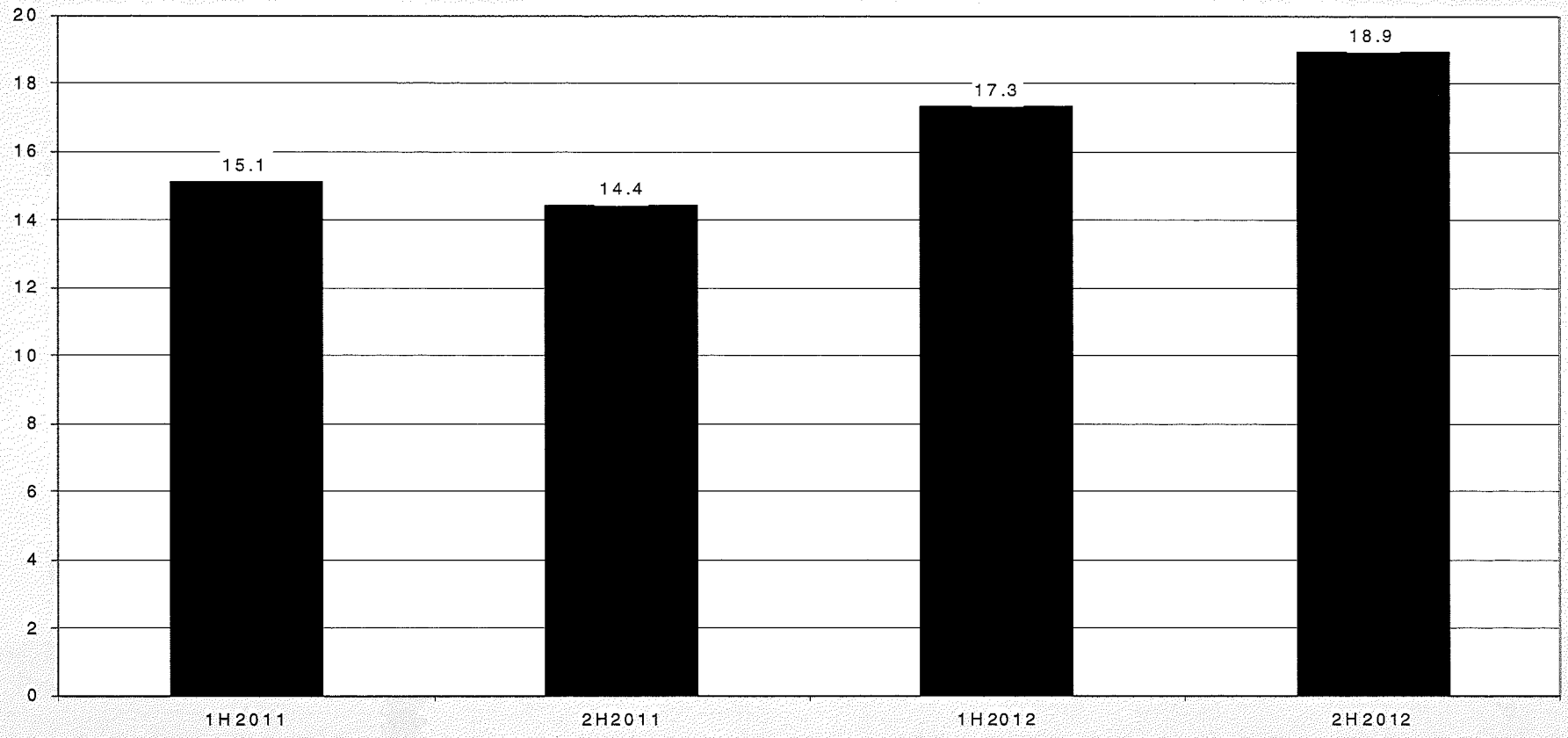
CURTIS



Deosen Prehearing Brief at 15

No Petition Effects

CURTIS



Sum of Subject Import Volumes From Pricing Products, Prehearing Staff Report, Tables V-1 through V-14.

Importance of Price

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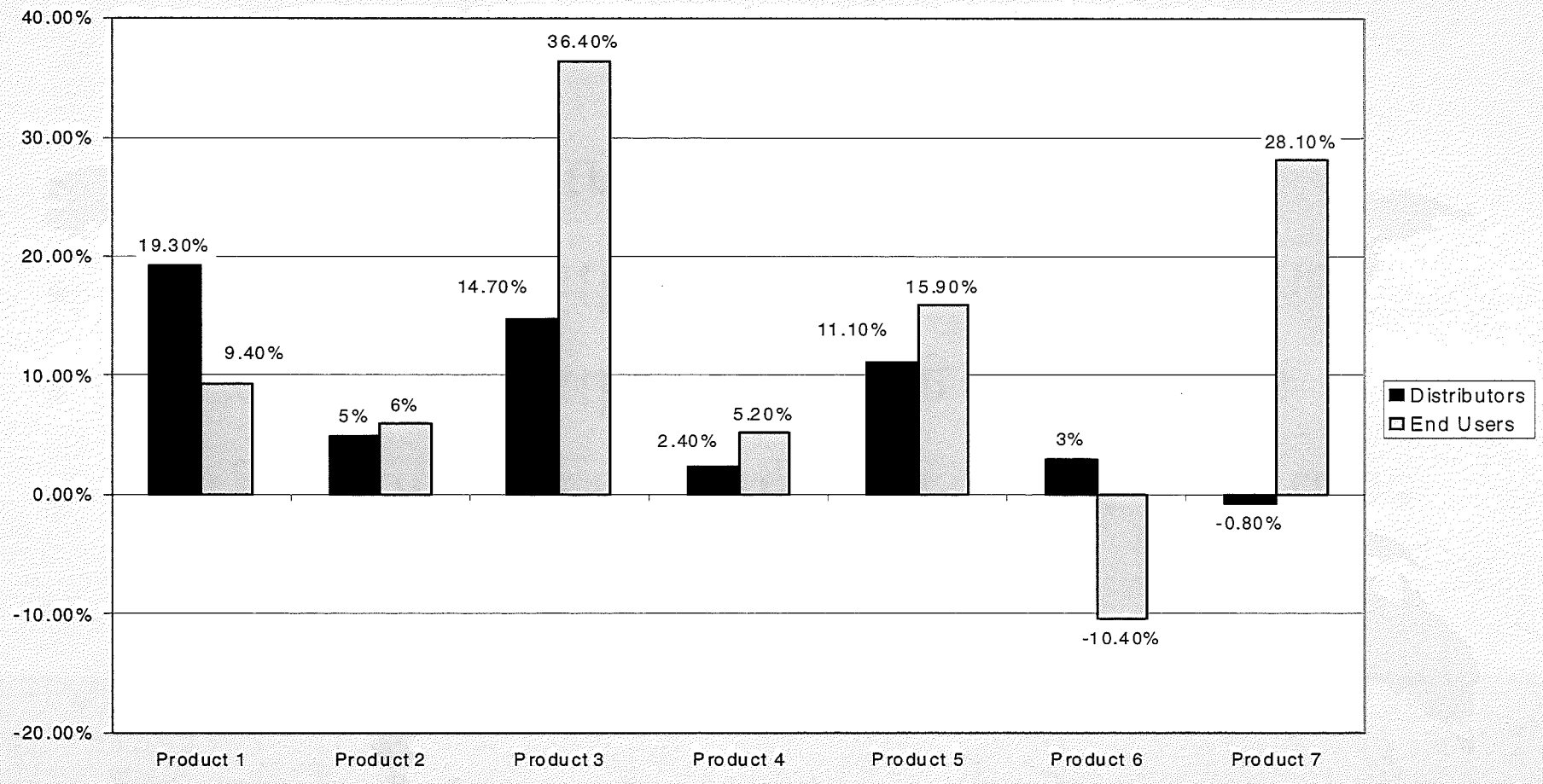
Order of Factors Ranked "Very Important"

- Product consistency
- Quality meets industry standards
- Availability
- Reliability of supply
- Delivery time
- Price

Prehearing Staff Report at II-12

Increasing Price Levels

CURTIS



Staff Report, Tables V-15 and V-16

Underselling

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- Margins of underselling consistent over time
- Underselling with increasing U.S. prices
- Underselling with increasing U.S. volumes
- Domestic industry underselling

Price Suppression

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- Key product mix issues
- Price increases more than sufficient to cover raw material and variable costs

Condition of Industry

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- Overall 10 out of 14 statutory factors have been positive
- Have been positive for reasons unrelated to petition
- Financial trends are not by reason of subject imports

Consistent Operating Income

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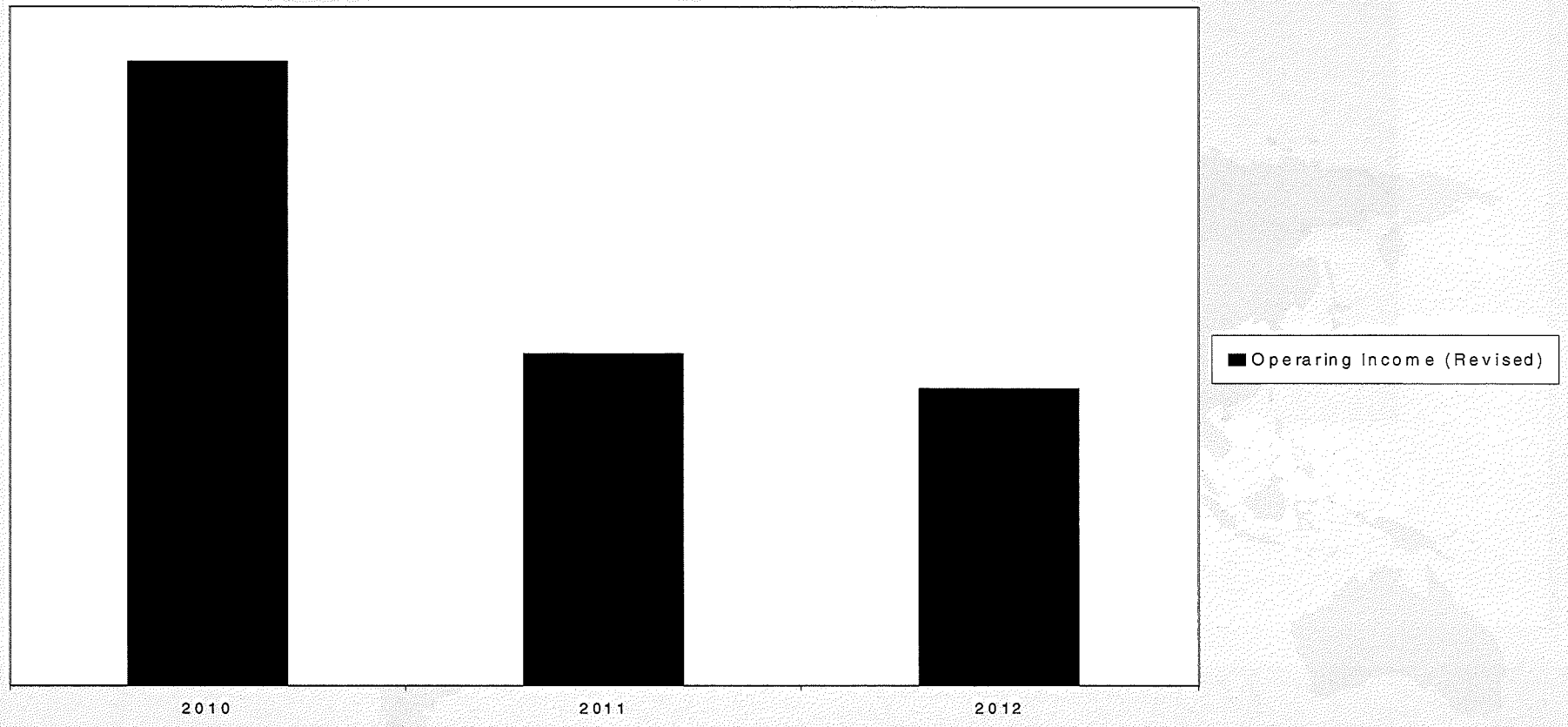
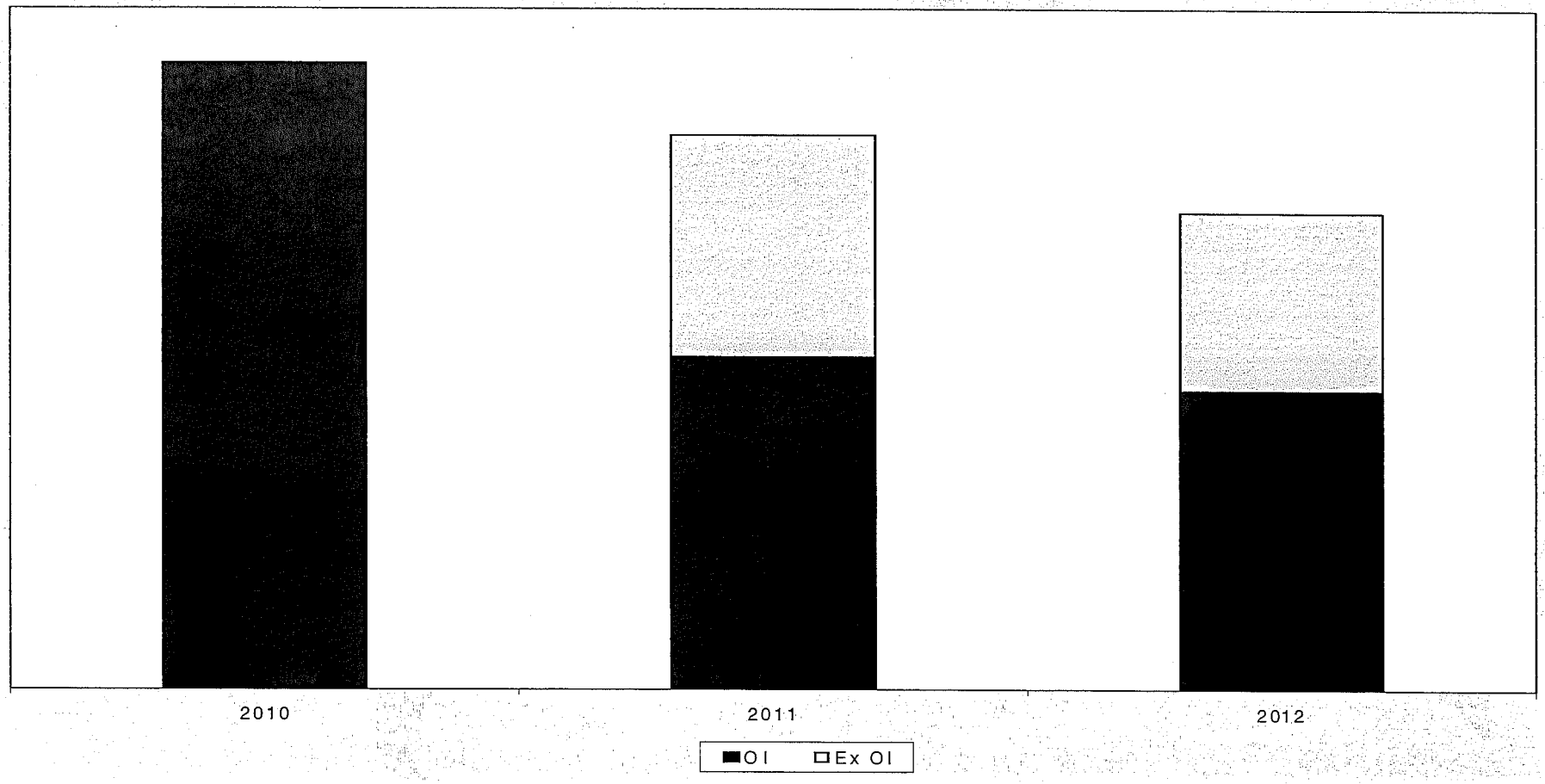


Prehearing Staff Report, Table VI-1, as revised by recent correction

Shifts Due to Export Markets

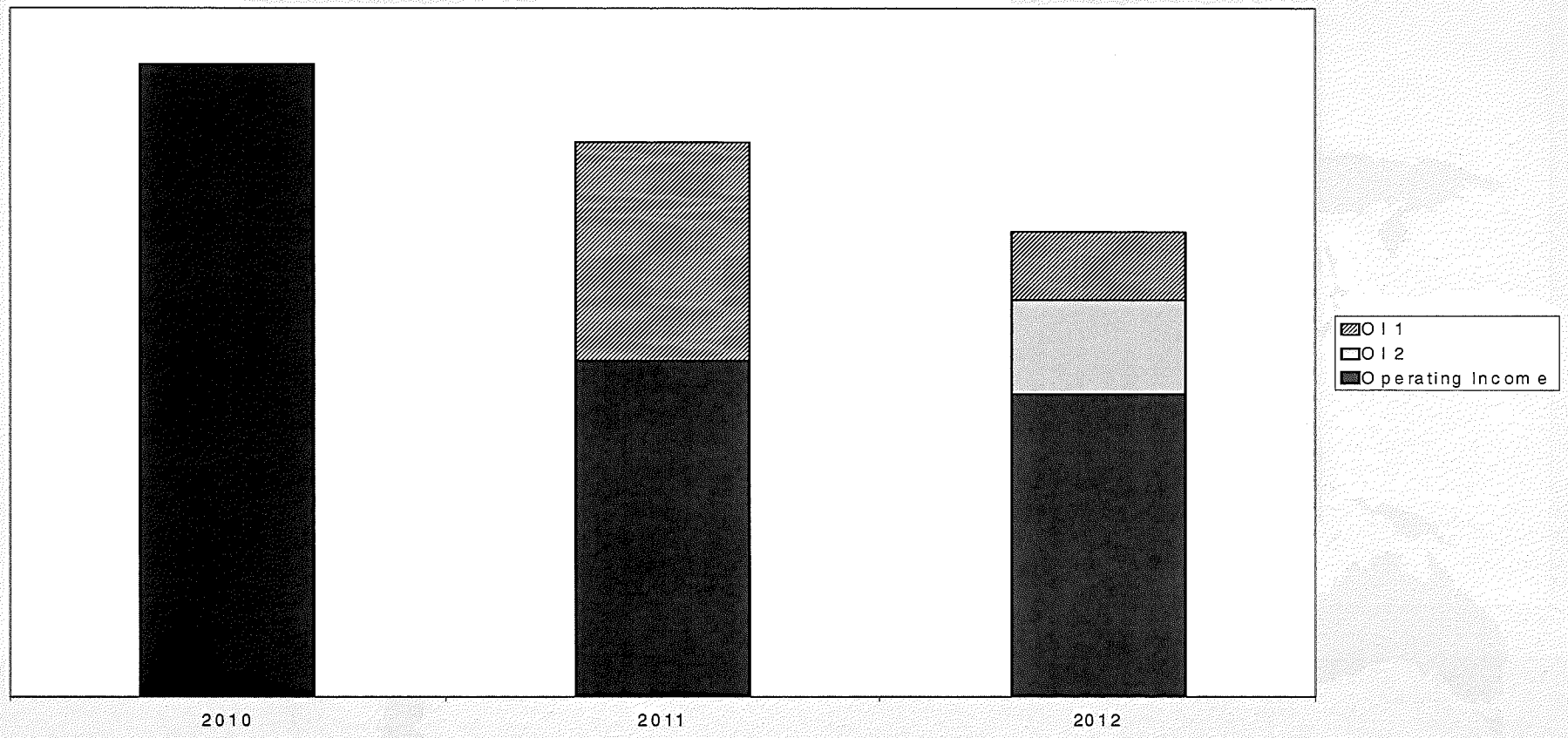
CURTIS



Prehearing Staff Report, Table V1-1 and Table VI-3

Shifts Due to Non-Market Factors

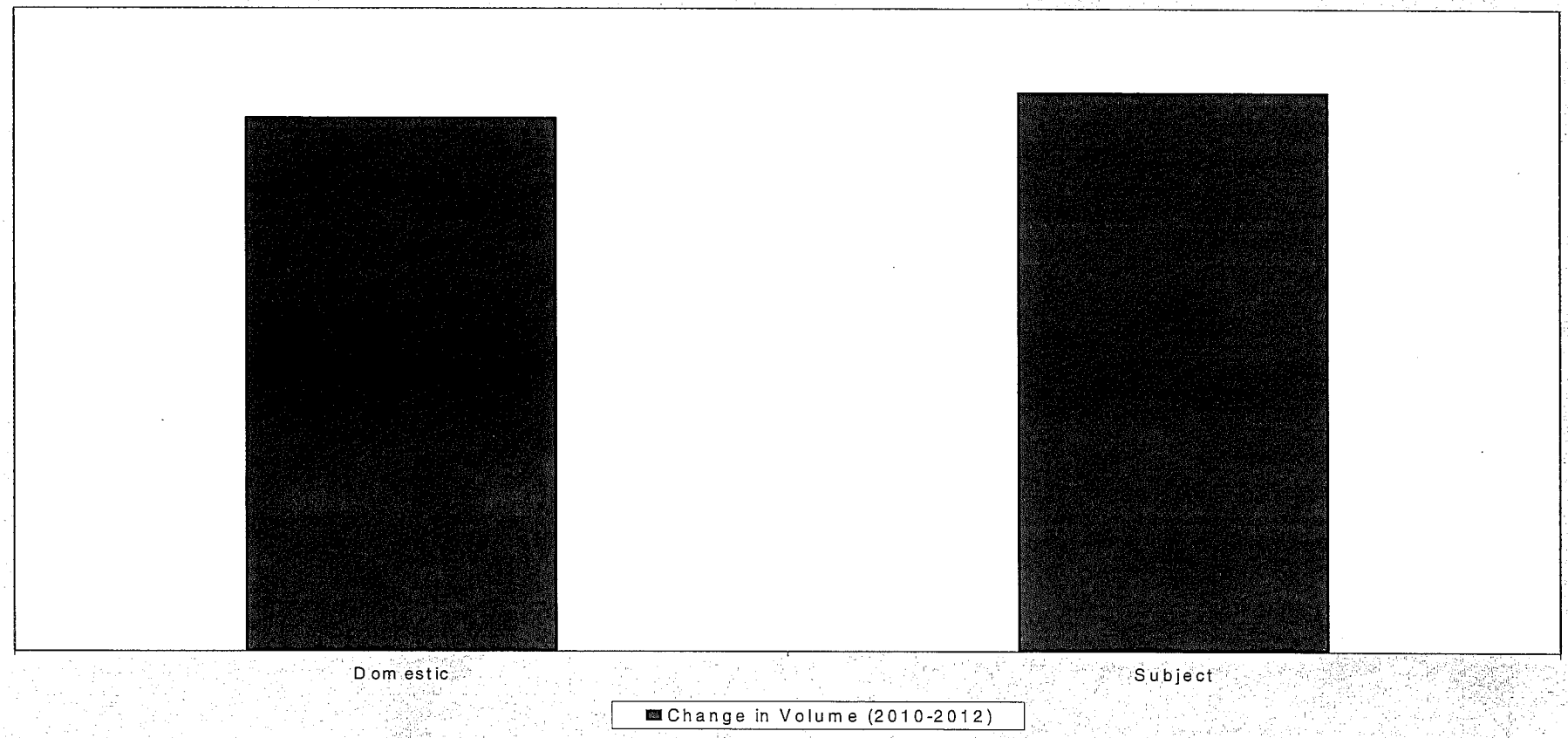
CURTIS



Prehearing Staff Report Table VI-1 and Deosen Brief at 60, as revised

Oilfield – Change in Volume

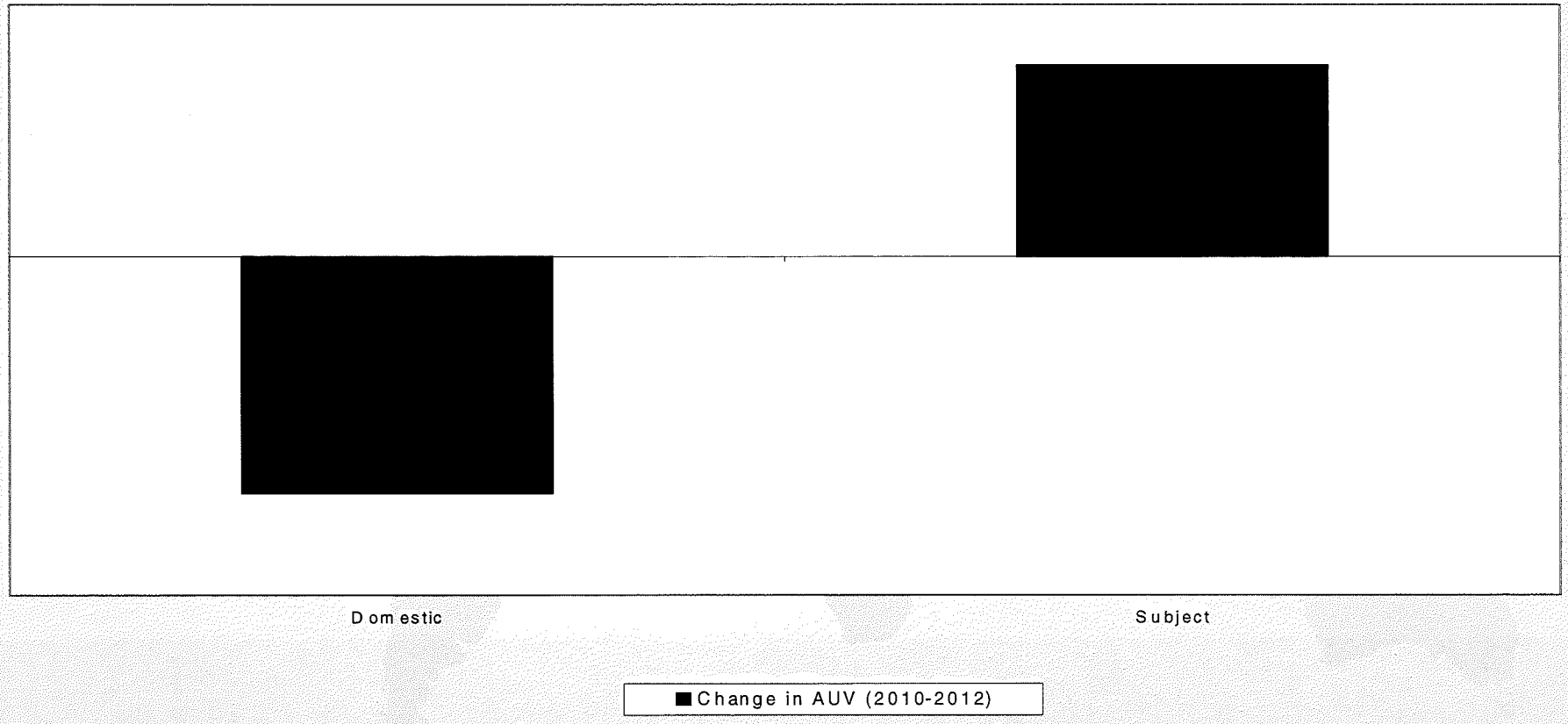
CURTIS



Prehearing Staff Report at Table IV-3

Oilfield – Change in AUVs

CURTIS



Prehearing Staff Report at Table III-4
and Table IV-6

Matthew P. McCullough

Curtis Mallet-Prevost

CP Kelco Sees Demand Growth

CURTIS

In July 2010, CP Kelco's press releases began to announce global price increases across all product lines, effective August 2010, or as contracts allow, *citing increases in global demand* which had affected the supply of critical raw materials while other raw materials experienced steep cost increases throughout the first half of 2010. CP Kelco announced additional price increases December 2010; July 2011; and November 2011 citing adverse impact on critical raw materials by global weather conditions; *a global shortage of supply*; and raw material fluctuations. Concurrent with the price increases, CP Kelco announced investment in additional capacity to meet *global increases in demand* . . . .

Prehearing Staff Report at III-2

GDP Projections

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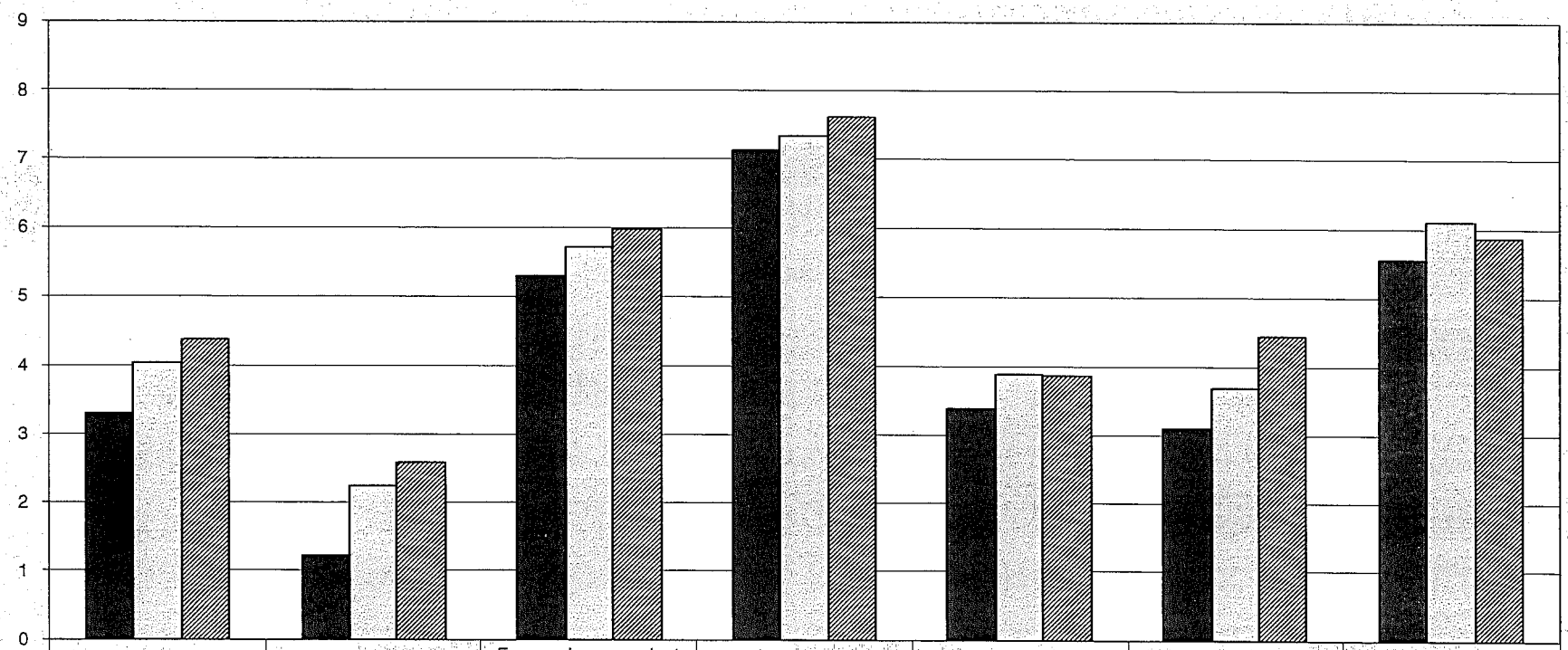

	World	Advanced economies	Emerging market and developing economies	Developing Asia	Latin America and the Caribbean	Middle East and North Africa	Sub-Saharan Africa
2013	3.308	1.234	5.307	7.131	3.378	3.099	5.572
2014	4.04	2.245	5.716	7.349	3.879	3.694	6.103
2015	4.37	2.584	5.983	7.623	3.858	4.456	5.863

Source: IMF (April 2013 WEO)

Global Rig Count

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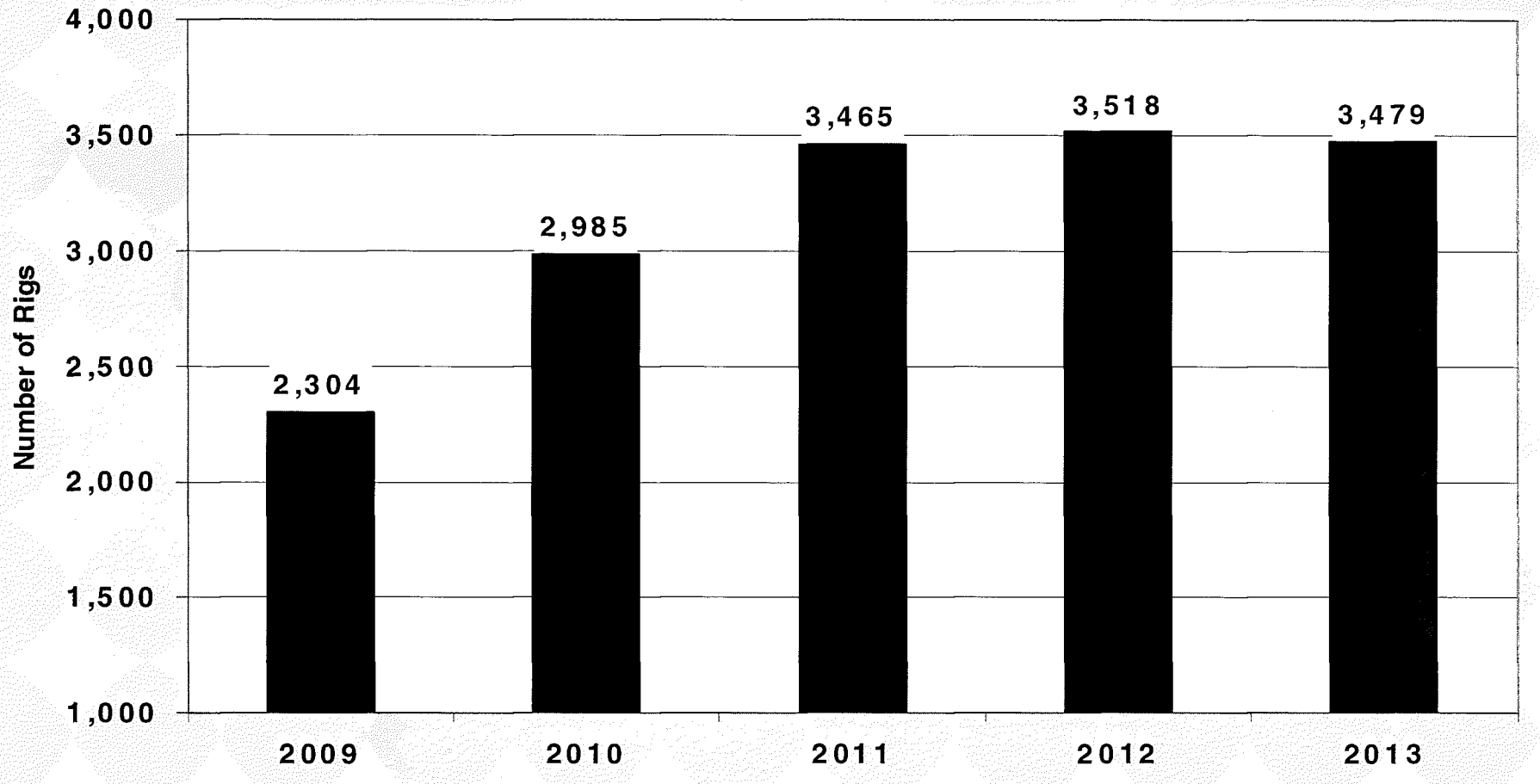

Deosen Prehearing Brief at Exhibit 6