

IMPORTERS' QUESTIONNAIRE

**PURIFIED CARBOXYMETHYLCELLULOSE FROM
FINLAND, MEXICO, NETHERLANDS, AND SWEDEN**

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than **March 15, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning purified carboxymethylcellulose (CMC) from Finland, Mexico, the Netherlands, and Sweden (invs. Nos. 731-TA-1084-1087 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported purified CMC (as defined in the instruction booklet) from any country at any time since January 1, 2002?</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, sign the certification, and return the entire questionnaire to the Commission)</p>

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 this investigation 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 this investigation 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 investigation 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

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 20 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 purified CMC from Finland, Mexico, the Netherlands, or Sweden into the United States or which are engaged in exporting purified CMC from Finland, Mexico, the Netherlands, or Sweden 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 purified CMC?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on purified CMC. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. Please indicate whether your firm:

Imports purified CMC for resale Imports CMC for internal consumption—Please complete the enclosed Purchaser's questionnaire.

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

I-9. Please indicate whether your firm enters purified CMC into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
 Bonded warehouses No Yes

I-10. Please indicate whether your firm imports purified CMC under the TIB (temporary importation under bond) program.

No Yes

I-11. To your knowledge, have the products subject to this investigation 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 Cynthia Trainor (202-205-3354; E-mail cynthia.trainor@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of purified CMC since January 1, 2002?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of purified CMC from Finland, Mexico, the Netherlands, or Sweden for delivery after December 31, 2004?

No Yes—Report the information below:

Source	Delivery date(s)	Quantity (pounds)
Finland		
Mexico		
Netherlands		
Sweden		
Total	XXXX	

II-4. If your firm also produces purified CMC in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II. TRADE AND RELATED INFORMATION—Continued

II-5. **COMPARABILITY OF PURIFIED CMC AND CMC FPS.**—(i) Since January 1, 2002, has your firm imported, produced, used, or sold **CMC FPS**?

No Yes

(ii) To the extent that information is available, please describe the differences and similarities between **purified CMC** and **CMC FPS** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (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:

PART II. TRADE AND RELATED INFORMATION—Continued

II-6. **COMPARABILITY OF PURIFIED CMC AND CRUDE/UNREFINED CMC.**—(i) Since January 1, 2002, has your firm imported, produced, used or sold **crude/unrefined CMC**?

No Yes

(ii) To the extent that information is available, please describe the differences and similarities between **purified CMC** and **crude/unrefined CMC** with respect to the following factors:

(a) **characteristics and uses**--describe the differences and similarities in the chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (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:

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of purified CMC imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed and for all other sources combined, photocopying as many pages as you need.**

Finland Mexico Netherlands Sweden All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Calendar years		
	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
IMPORTS:²			
Quantity of imports			
Value of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ³ of internal consumption/transfers			
EXPORT SHIPMENTS:⁴			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)			
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)			
¹ Please identify these sources: _____			
² Identify the foreign producers, if known: _____			
³ 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 2002, 2003, and 2004 below: _____			
⁴ Identify your principal export markets: _____			
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?			
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____			

PART II.—TRADE AND RELATED INFORMATION—Continued

II-8. **U.S. shipments by enduse.**--Report your firm's U.S. shipments (commercial shipments and internal consumption) of purified CMC imported by your U.S. establishment(s), by major end use.) **Report separately for each country listed, photocopying as many pages as you need.**

Finland Mexico Netherlands Sweden

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Calendar years		
	2002	2003	2004
FOOD:¹			
Quantity			
Value			
PERSONAL CARE, COSMETICS & PHARMACEUTICALS:¹			
Quantity			
Value			
PAPER & BOARD:¹			
Quantity			
Value			
OILFIELD:¹			
Quantity			
Value			
ALL OTHER:²			
Quantity			
Value			
TOTAL U.S. SHIPMENTS:³			
Quantity			
Value			

¹ Please indicate the ranges of key product characteristics for reported U.S. shipments during 2004 as follows:

	Purity (percent)	Viscosity (cps @ 1%)	Degree of substitution	Solution characteristics
Food	_____	_____	_____	_____
Personal care, cosmetics, & pharmaceuticals	_____	_____	_____	_____
Paper & board	_____	_____	_____	_____
Oilfield	_____	_____	_____	_____
Other	_____	_____	_____	_____

² Please describe: _____.

³ U.S. shipment data should reconcile with data reported in section II-7.

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244; E-mail gerald.benedick@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

Check here _____, if your U.S. firm imports purified CMC from Finland, Mexico, the Netherlands, and/or Sweden and sells this imported purified CMC to U.S. customers. Report the selling price data requested in section III-A and then proceed to section III-B.

Check here _____, if your U.S. firm imports purified CMC from Finland, Mexico, the Netherlands, and/or Sweden and captively uses this imported purified CMC to produce downstream products. For those imports, please complete the Commission's Purchasers' questionnaire and proceed to relevant portions of section III-B of this questionnaire.

Section III-A--PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Finland, Mexico, the Netherlands, and/or Sweden during January 2002-December 2004:

THE PRODUCT DESCRIPTIONS ARE THE CONTROLLING FACTOR IN DECIDING WHAT COMPANY-SPECIFIC PRODUCTS TO INCLUDE IN EACH PRODUCT CATEGORY; THE PRODUCT TRADE NAMES ARE PROVIDED AS GUIDELINES.

The product numbers shown below do not necessarily correspond to the product numbers used in questionnaires during the preliminary investigations.

Product 1.—High viscosity (approximately 1,000 to 3,000 Mpas in 1 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon–7HF; Noviant–Cekol 30,000; Akzo–Akucel AF278; Amtex–PE 31FG.

Product 2.—Very high viscosity (approximately 2,500 to 9,000 Mpas in 1 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon–7H4F and 9H4F; Noviant–Cekol 50,000; Akzo–Akucell 280X and 298X; Amtex–F1-4000 and F1-6000 (both formerly included in PE 32 FG).

Product 3.—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon–7MF; Noviant–Cekol 700; Akzo–Akucel AF150 and AF 170; Amtex–F2 750.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A--PRICE DATA--Continued

Product 4.—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), non-regulated applications (i.e., standard grade). The trade names of the suppliers for this product are: Aqualon–7MT; Noviant–Finnfix 700; Akzo–None; Amtex–P 2 750.

Product 5.—Low viscosity (approximately 20 to 1,000 Mpas in 4 percent solution, 5 to 100 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), non-regulated applications (i.e., standard grade). The trade names of the suppliers for this product are: Aqualon (98 percent CMC minimum)–7L1, 7L2, and 7L; Noviant (98 percent CMC minimum)–Finnfix 5, Finnfix 10, and Finnfix 30; Akzo–None; Amtex (92 percent CMC minimum)–P2-10, P2-30, and P2-75.

Product 6.—High viscosity (minimum 1,500 Mpas in 1 percent solution), degree of substitution 0.8 to 1.5 (i.e., 8 to 15 carboxymethyl groups per 10 anhydroglucose units), to oilfield customers. This product is often sold to customers bearing the particular customer's trade name for its oil drilling product, such as Drispac, Milpac, and Polypac. Less frequently, the product bears a proprietary name of the manufacturer, such as Aqualon's Aquapac or Akzo's Staflo. In all cases, the specifications and not the label on the bag should be the controlling factor in reporting.

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.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-A--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of your firm's specified purified CMC products from each subject country of origin that was shipped to U.S. end-user customers UNRELATED (by ownership) to your firm (check one product box and one country box for each page).

Purified CMC Product:¹ 1 2 3 4 5 6

Country of origin: Finland Mexico Netherlands Sweden

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ Please identify the specific company products (by trade name) that your firm reported for each product category that it reported pricing data : <hr/>		
² 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.		

PART III.--PRICING AND RELATED INFORMATION--Continued

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales/imports (the latter if an importing end-user) of its imported purified CMC from Finland, Mexico, the Netherlands, and Sweden during January 2002-December 2004. If your responses differ by sales to different types of U.S. customers (end users, distributors, or types of end users), by grades, viscosity, or granular sizes of purified CMC that you import from the subject countries, or by the subject country, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

For the rest of Part III--Captive imports of purified CMC from the subject countries refer to such products imported by end users that use the purified CMC to produce downstream products.

Section III-B.--PRICE RELATED QUESTIONS

III-B-1. Please report below your firm's total U.S. shipment quantity (in pounds) of its imported subject purified CMC shipped to U.S. customers during 2004 that were on a (1) long-term basis (multiple deliveries for more than 12 months), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot basis (for a single delivery). If your firm imports the subject foreign purified CMC for captive use, report the requested information for such purchases.

Type of sale	Quantity (pounds)			
	Finland	Mexico	Netherlands	Sweden
Long-term contracts				
Short-term contracts				
Spot sales				

III-B-2. Please discuss the following provisions of your firm's U.S. sales or, if applicable, captive imports of its subject imported purified CMC on a typical long-term basis.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? _____ percent

III-B-3. Please discuss the following provisions of your firm's U.S. sales or, if applicable, captive imports of its subject imported purified CMC on a typical short-term basis.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? _____ percent

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-4. Please describe how prices are established for sales or, if applicable, captive imports of your firm's subject imported purified CMC (e.g., negotiate prices each transaction, the role of quantity sold/purchased in arriving at prices, prices set by price lists, use/request follow-up price quotes, sell/buy purified CMC bundled with other products you sell/purchase, etc.). If your firm/supplier (the latter only if reporting for captive imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission. Note if the price list differs by type of customer.

Long-term: _____

Short-term: _____

Spot: _____

Respond to questions III-B-5 through III-B-12 only if your firm sells its subject imported purified CMC to U.S. customers; if your firm captively uses its subject imported purified CMC, skip to question III-B-13.

III-B-5. What are your firm's typical sales terms for its imports of purified CMC from the subject countries (e.g., 2/10 net 30 days, net 30 days, etc.)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-6. Please describe terms of your firm's discount policy, if any, (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its subject imported purified CMC during January 2002-December 2004.

III-B-7. (a) What is the approximate percentage of the total delivered cost of purified CMC that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-8. What is the geographic market area in the United States served by your firm's purified CMC?

- | | | | |
|------------------------------------|-------------------------------------------------|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe) _____ | | |

Please note any changes in your U.S. market area since January 2002.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-9. a) What is the average lead time between your customers' orders and the date of delivery for your firm's U.S. shipments of imports of purified CMC from the subject countries?

Source	Share of 2004 sales quantity	Lead time
Finland:		
From U.S. inventory		
Direct from subject country		
Total Finland	100%	
Mexico:		
From U.S. inventory		
Direct from subject country		
Total Mexico	100%	
Netherlands:		
From U.S. inventory		
Direct from subject country		
Total Netherlands	100%	
Sweden:		
From U.S. inventory		
Direct from subject country		
Total Sweden	100%	

b) Have average lead times changed since January 2002? Yes___ No___ (Check one). If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete in the U.S. market with U.S.-produced purified CMC and imports from non-subject countries. Report separately for each country.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-11. Does your firm sell its subject imported purified CMC over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of purified CMC in 2004 accounted for by internet sales. Please explain the effect of any internet sales on your U.S. selling prices and quantities.

III-B-12. a) What technical support/service provisions are important for your firm's customers in your sales of imports of purified CMC?

b) Were the technical support/service provisions priced separately from the purified CMC product that your firm sold during January 2002-December 2004?

- No Yes

Please explain.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

All importers should respond to the remaining questions in Section III-B, unless otherwise instructed.

III-B-13. Have there been any significant changes in the product range or marketing of purified CMC in the United States since January 2002?

- No
- Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your shipments and prices of your subject imported purified CMC.

III-B-14. Please explain the extent to which cotton linters versus wood pulp, or some other form of cellulose, used as an input in the production of purified CMC affect the quality and/or performance of this product.

III-B-15. a) Describe the end uses of the purified CMC that you import from Finland, Mexico, Netherlands, and/or Sweden. For each end-use product, what percentage of the total cost is accounted for by purified CMC?

<u>End use</u>	<u>Share of total cost accounted for by purified CMC (percent)</u>
----------------	--------------------------------------------------------------------

b) Do your customers or, if a blender/enduser, your firm ever specify/require the type(s) of cellulose to be used in the purified CMC that your firm supplies them or, if a blender/enduser, purchases from its suppliers for the subject imported purified CMC?

- No
- Yes--Please explain below whether the supplier, customer, or both jointly determine the type(s) of cellulose used and why one form of cellulose is chosen over another form.

III-B-16. Please explain below for the U.S. market the extent to which prices of purified CMC in one end-use sector affect prices of purified CMC in another sector during January 2002-December 2004. Please identify the purified CMC products, the end-use sectors, and the time periods for any such affects.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-17. a) Specify below among the listed products (and any other relevant products) those that your firm imported from the subject countries during January 2002--December 2004. For the products that were imported by your firm, indicate which, if any, have been used as alternatives to purified CMC and identify the downstream products and applications associated with each alternative input product.

	<u>Imported by your firm</u>		<u>Alternative to purified CMC</u>		<u>Downstream product(s)</u>	<u>Application(s)</u>
	<u>Yes</u>	<u>No</u>	<u>Yes</u>	<u>No</u>		
Crude/unrefined CMC	_____	_____	_____	_____	_____	_____
CMC FPS	_____	_____	_____	_____	_____	_____
Cross-linked purified CMC	_____	_____	_____	_____	_____	_____
Other hydrocolloids (specify):	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
Other products (specify):	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____

b) **Respond here if your firm is a distributor or otherwise resells its subject imported purified CMC.** Are any such products also sold/marketed by your sales personnel that sell purified CMC?

No Yes

If yes--

Do your sales staff market purified CMC separately from, or as a potential substitute for, these other products, or vice versa?

_____ Separately--Explain the distinction in how these other products are sold.

_____ A potential substitute for purified CMC--How does your sales staff determine which of these various product(s), including purified CMC, to sell to a given prospective customer, and what determines the degree of substitutability?

c) **Respond here if your firm is a blender/end user of its subject imported purified CMC.** Are any such products used by your firm as alternatives to purified CMC?

No Yes

If yes--

Explain how your firm determines among these various products, including purified CMC, which ones it will purchase, and the determinants of the relative proportions of which are used in your end-use applications.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-18. How has the demand for purified CMC in the United States (and outside the United States, if known,) changed since January 1, 2002? What principal factors affected any changes in demand?

- Increased
 Unchanged
 Decreased
 Fluctuated

III-B-19. a) Based on your firm's experience during January 2002-December 2004, please list in descending order of importance the top three pairs of purified CMC types (grade, viscosity, end-use, granular size, etc) that you consider to be substitutes for each other in the U.S. market and report the principal application(s)/end-use product(s) for which they may be substitutes. If none, please indicate. (*Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/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.*)

_____ None (skip to question III-B-20a)

Product pair	Application(s)/end use(s)
1.	
2.	
3.	

b) Do changes in the price of any of the above-specified substitute products affect the price or quantity of one purified CMC product vis-a-vis another?

- No
 Yes

If yes--

How do changes in the relative prices of the substitute product-pairs affect the price or quantity of one purified CMC product vis-a-vis another? What is the time lag for any such impact and does this vary by type of purified CMC or final end-use?

1. _____

2. _____

3. _____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-20. a) Based on your firm's experience during January 2002-December 2004, please list in descending order of importance the top five products (e.g., crude/unrefined CMC, CMC FPS, cross-linked purified CMC, other hydrocolloids, other products, etc) that you consider to be substitutes for purified CMC, or vice-a-versa, in the U.S. market. If none please indicate. For each product listed, show the type of purified CMC product(s) that each alternative product is a probable substitute for, and list the principal application(s)/end-use product(s) for which such substitution can take place.

____ None (skip to question III-B-21)

Substitute product	Purified CMC product(s)	Application(s)/end use(s)
1.		
2.		
3.		
4.		
5.		

b) Do changes in the price of any of the above-specified substitute products affect the price or quantity of purified CMC?

No Yes

If yes--

How do changes in the relative prices of the above-specified substitute products affect the price or quantity of purified CMC product or vice-versa? What is the time lag for any such impact and does this vary by type of purified CMC or final end-use?

1. _____

2. _____

3. _____

4. _____

5. _____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

III-B-21. Is purified CMC 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.¹

Country-pair	United States	Finland	Mexico	Netherlands	Sweden	Other countries
United States						
Finland						
Mexico						
Netherlands						
Sweden						

¹ For any country-pair producing purified CMC which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use. Also, identify any "other" countries referred to.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE RELATED QUESTIONS--Continued

IV-B-22. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between purified CMC produced in the United States and in other countries a significant factor in your firm's sales of its subject imported purified CMC? 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

Country-pair	United States	Finland	Mexico	Netherlands	Sweden	Other countries
United States						
Finland						
Mexico						
Netherlands						
Sweden						

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of its subject imported purified CMC, identify the country-pair, the type of purified CMC, and report the advantages or disadvantages imparted by such factors. Also, identify any "other" countries referred to.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-C.--CUSTOMER IDENTIFICATION

Respond to this section only if your firm sells its subject imported purified CMC to U.S. customers; do not respond to this section if your firm is a captive user of its imports.

III-C-1. Please provide the names and addresses of your firm's 10 largest U.S. customers for its subject imported purified CMC during January 2002-December 2004. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on quantity) of your firm's total U.S. sales of its subject imported purified CMC that each of these customers accounted for in 2004. For any customers related to your firm, place an (R) by the name of each such customer.

No.	Customer's name/country of origin of the product	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-C.--CUSTOMER IDENTIFICATION--Continued

III-C-2. Please provide the names and addresses of your firm's 5 largest U.S. customers for its imports of CMC FPS and crude/unrefined CMC during January 2002-December 2004. Please also provide the name and telephone number of a contact person and the percentage share of the quantity of your firm's total domestic sales of its imports of CMC FPS and crude/unrefined CMC that each of these customers accounted for in 2004. For any customers related to your firm, place an (R) by the name of each such customer.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
CMC FPS customers:					
1					
2					
3					
4					
5					
Crude/unrefined CMC customers:					
1					
2					
3					
4					
5					