

**PRODUCERS' 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 produced any CMC (as defined in the instruction booklet) at any time since January 1, 2002?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**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 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. 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. Do you support or oppose the petition? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in these investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes     No (that is, I do not wish my position on the petition to be made public)

I-4. 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>
_____	_____	_____
_____	_____	_____

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

I-5. 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>
_____	_____	_____
_____	_____	_____

I-6. 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>
_____	_____	_____
_____	_____	_____

**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](mailto: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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of purified CMC since January 1, 2002?

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

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-3. Does your firm produce other products on the same equipment and machinery used in the production of purified CMC?

No  Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Purified CMC</u> _____	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

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

II-5. Does your firm produce other products using the same production and related workers employed to produce purified CMC?

No  Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Purified CMC</u> _____	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of purified CMC?

No  Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce purified CMC in a foreign trade zone (FTZ)?

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2002, has your firm imported purified CMC?

No  Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-9. Does your firm differentiate between "standard" and "specialty" purified CMC products?

No

Yes--Please explain below how your firm distinguishes between standard and specialty CMC. In your discussion, provide the technical differences in the production process, product characteristics, and/or sales practices that distinguish standard and specialty CMC.

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II-10. If you reported transfers to related firms in question II-11, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-11. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of purified CMC in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <i>quantity</i> )			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>PRODUCTION</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )			
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )			

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_ hours per week, \_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, and 2004 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-12. **U.S. shipments by end use.**--Report your firm's U.S. shipments (commercial shipments and internal consumption) of purified CMC produced in your U.S. establishment(s), by major end use.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>																																	
Item	Calendar years																																
	2002	2003	2004																														
<b>FOOD:<sup>1</sup></b>																																	
<i>Quantity</i>																																	
<i>Value</i>																																	
<b>PERSONAL CARE, COSMETICS &amp; PHARMACEUTICALS:<sup>1</sup></b>																																	
<i>Quantity</i>																																	
<i>Value</i>																																	
<b>PAPER &amp; BOARD:<sup>1</sup></b>																																	
<i>Quantity</i>																																	
<i>Value</i>																																	
<b>OILFIELD:<sup>1</sup></b>																																	
<i>Quantity</i>																																	
<i>Value</i>																																	
<b>ALL OTHER:<sup>2</sup></b>																																	
<i>Quantity</i>																																	
<i>Value</i>																																	
<b>TOTAL U.S. SHIPMENTS:<sup>3</sup></b>																																	
<i>Quantity</i>																																	
<i>Value</i>																																	
<sup>1</sup> Please indicate the ranges of key product characteristics for reported U.S. shipments during 2004 as follows: <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 30%;"></th> <th style="width: 15%; text-align: center;">Purity (percent)</th> <th style="width: 15%; text-align: center;">Viscosity (cps @ 1%)</th> <th style="width: 15%; text-align: center;">Degree of substitution</th> <th style="width: 25%; text-align: center;">Solution characteristics</th> </tr> </thead> <tbody> <tr> <td>Food . . . . .</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Personal care, cosmetics, &amp; pharmaceuticals . . . .</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Paper &amp; board . . . . .</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Oilfield . . . . .</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Other . . . . .</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> </tbody> </table>					Purity (percent)	Viscosity (cps @ 1%)	Degree of substitution	Solution characteristics	Food . . . . .	_____	_____	_____	_____	Personal care, cosmetics, & pharmaceuticals . . . .	_____	_____	_____	_____	Paper & board . . . . .	_____	_____	_____	_____	Oilfield . . . . .	_____	_____	_____	_____	Other . . . . .	_____	_____	_____	_____
	Purity (percent)	Viscosity (cps @ 1%)	Degree of substitution	Solution characteristics																													
Food . . . . .	_____	_____	_____	_____																													
Personal care, cosmetics, & pharmaceuticals . . . .	_____	_____	_____	_____																													
Paper & board . . . . .	_____	_____	_____	_____																													
Oilfield . . . . .	_____	_____	_____	_____																													
Other . . . . .	_____	_____	_____	_____																													
<sup>2</sup> Please describe the specific enduse categories: _____																																	
<sup>3</sup> U.S. shipment data should reconcile with data reported in section II-11.																																	

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-13. Other than direct imports, has your firm otherwise purchased purified CMC since January 1, 2002? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>			
<b>FINLAND:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>MEXICO:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>NETHERLANDS:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>SWEDEN:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>ALL OTHER COUNTRIES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/> <hr/>			
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.  <hr/> <hr/>			



**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or chand.mehta@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below:  
 \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes purified CMC, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

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

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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

III-5. Other products.--Please list any other products you produced in the facilities in which you produced purified CMC, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on purified CMC.--Report the revenue and related cost information requested below on the purified CMC operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
<b>Gross profit or (loss)</b>			
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
<b>Operating income or (loss)</b>			
<b>Other income and expenses:</b>			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
<b>Net income or (loss) before income taxes</b>			
<b>Depreciation/amortization included above</b>			
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.			

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of purified CMC. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<b>(Value in \$1,000)</b>			
<b>Value of</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Short-term investments			
F. Prepaid expenses			
G. Property held for resale			
H. Other (describe _____)			
I. Total current assets (lines 1.A. through 1.H.)			
<b>2. Notes receivable</b>			
<b>3. Long-term investments</b>			
<b>4. Property, plant, and equipment</b>			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
<b>5. Goodwill</b>			
<b>6. Other (describe _____)</b>			
<b>7. Other (describe _____)</b>			
<b>8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)</b>			

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. Please report below your firm's fixed and variable production costs (by cost category) for your purified CMC operations during 2004 (in \$1,000).

Variable	Cost	Fixed	Cost
Raw materials		Depreciation	
Utilities		Utilities	
Labor		Labor	
		Other <sup>1</sup>	
Total		Total	
<sup>1</sup> Please identify. _____			

III-9. **Purified CMC raw materials costs.**– Provide the data requested below on your purified CMC operations:

a) Provide data on the major raw materials and their respective costs used to produce purified CMC:

Item	FY 2002	FY 2003	FY 2004
Raw material (please describe):			
Quantity used (1,000 pounds)			
Price paid (\$1,000)			
Raw material (please describe):			
Quantity used (1,000 pounds)			
Price paid (\$1,000)			
Raw material (please describe):			
Quantity used (1,000 pounds)			
Price paid (\$1,000)			

b) Is monochloroacetic acid (MCA) used to produce other products besides purified CMC?

No  Yes–List other products \_\_\_\_\_

c) How old is your firm's MCA plant? \_\_\_\_\_ years

d) If your firm currently purchases MCA, at what purchase price will you start producing your own MCA?

\_\_\_\_\_

e) Provide the details of any costs associated with the closure of your MCA production facilities, such as the specific period(s), the amount of the costs, and their location (such as cost of goods sold or other expenses) in your financial statements. Please provide your response in separate attachment. Also, please submit any market studies, saving analysis, project analysis, or other internal studies relating to this product shutdown.

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. a) Does your firm buy MCA?

No  Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Purchased MCA (quantity)</b>			
<b>Price paid for MCA (value)</b>			

b) Does your firm buy MCA from related parties?

No  Yes--Provide details on the purchases below, including the name of the related party, the amount purchased each period, and the price paid during each period.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Related party (please identify):			
Quantity purchased ( <i>pounds</i> )			
Average price			
Related party (please identify):			
Quantity used ( <i>pounds</i> )			
Average cost			

III-11. Report your firm's production volume and costs to produce (as recorded for purposes of valuing inventory) MCA. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Production (quantity)</b>			
<b>Costs to produce (value)</b>			

**PART III.--FINANCIAL INFORMATION--Continued**

III-12. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on purified CMC. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Capital expenditures</b>			
<b>Research and development expenditures</b>			

III-13. Since January 1, 2002, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of purified CMC from Finland, Mexico, the Netherlands, or Sweden?

No

Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

III-14. Does your firm anticipate any negative impact of imports of purified CMC from Finland, Mexico, the Netherlands, or Sweden?

No

Yes--My firm anticipates negative effects as follows:

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**PART IV.--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)

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

Company contact: \_\_\_\_\_  
 Name and title  
 \_\_\_\_\_  
 Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

**Section IV-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 U.S. end-user customers UNRELATED (by ownership) to your firm for the following products produced in the United States by your firm and shipped 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-Akucel 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.

***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.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

***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, allowances, or rebates). See instruction booklet.**



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each specified purified CMC product produced by your firm AND shipped to U.S. end-user customers UNRELATED (by ownership) to your firm (check one box for each page).

**Purified CMC Product:**<sup>1</sup>    1     2     3     4     5     6

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

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its U.S.-produced purified CMC to all U.S. customers 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) or grades, viscosity, or granular sizes of purified CMC that you produce, 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.**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please report below your firm's total U.S. shipment quantity (in pounds) of its U.S.-produced purified CMC 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).

Type of sale	Quantity (pounds)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term basis that involved your U.S.-produced purified CMC.

- (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

IV-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term basis that involved your U.S.-produced purified CMC.

- (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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-4. Please describe below how your firm determines the prices that it charges for sales of purified CMC to its U.S. customers (e.g., negotiate prices each transaction, the role of quantity sold in arriving at prices, prices set by your price lists, use follow-up price quotes, sell purified CMC bundled with other products you produce, etc.). If your firm uses/issues price lists, please enclose 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: \_\_\_\_\_  
\_\_\_\_\_

IV-B-5. What are your firm's typical payment terms on sales of its U.S.-produced purified CMC shipped to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)? \_\_\_\_\_  
On what basis are your prices of domestic purified CMC usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-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 U.S.-produced purified CMC during January 2002-December 2004.

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

IV-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.

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

Northeast                       Mid-Atlantic                       Midwest                       Southeast

Southwest                       Rocky Mountains                       West Coast                       Northwest

National                       Other (describe) \_\_\_\_\_

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

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

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-9. a) What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced purified CMC?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

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 with the subject imported purified CMC.

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IV-B-10. Does your firm sell its U.S.-produced 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.

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IV-B-11. 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 U.S. sales prices and quantities of your U.S.-produced purified CMC

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

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

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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.

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IV-B-13. a) 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 results in better quality and/or performance of this product.

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b) Do your customers ever specify/require the type(s) of cellulose to be used in the purified CMC that your firm produces for them?

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

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-14. 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 effects.

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IV-B-15. Describe the end uses of the purified CMC that you manufacture. For each end-use product, what percentage of the total cost is accounted for by purified CMC?

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

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-16. a) Specify below among the listed products (and any other products that apply) those that were produced by your firm in the United States during January 2002--December 2004. For the products that were produced by your firm, indicate which, if any, have been used as alternatives to purified CMC and identify the downstream product(s) and application(s) associated with each alternative input product.

	<u>Produced</u> <u>By your firm</u>		<u>Alternative to</u> <u>purified CMC</u>		<u>Downstream</u> <u>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) 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? (Check as appropriate)  
 \_\_\_\_\_ 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?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-17. 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

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-18. 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 IV-B-19a)

Product pair	Application/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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-19. 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 most likely principal application(s)/end-use product(s) for which such substitution can take place.

\_\_\_ None (skip to question IV-B-20)

Substitute product	Purified CMC product(s)	Application/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 IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-20. 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.<sup>1</sup>

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

<sup>1</sup> 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.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE RELATED QUESTIONS--Continued**

IV-B-21. 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 the U.S.-produced products? 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.<sup>1</sup>

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

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of U.S.-produced 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.

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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced 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 of your firm's total domestic sales of its U.S.-produced 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	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 V. -- OTHER CMC -- TRADE AND RELATED INFORMATION**

This section of the questionnaire requests information on two product categories of CMC other than the subject purified product: (1) CMC FPS and (2) crude/unrefined CMC. (See product definitions in the instruction booklet.)

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354; E-mail [cynthia.trainor@usitc.gov](mailto:cynthia.trainor@usitc.gov)). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Who should be contacted regarding the requested information?

Company contact: \_\_\_\_\_  
 Name and title

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

V-2. **CMC FPS.**--With respect to your firm's operations on CMC FPS, have you, since January 1, 2002, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of the subject purified CMC from Finland, Mexico, the Netherlands, or Sweden?

No       Yes--Please describe the lost sales/revenues and/or negative impact.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

V-3. **Crude/unrefined CMC.**--With respect to your firm's operations on crude/unrefined CMC, have you, since January 1, 2002, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of purified CMC from Finland, Mexico, the Netherlands, or Sweden?

No       Yes--Please describe the lost sales/revenues and/or negative impact.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART V. ~~OTHER CMC--TRADE AND RELATED INFORMATION~~—Continued**

V-4. Report the information requested in sections V-5 and V-6 for the **other CMC** products produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies. For example, to the degree that capacity, employment, capital expenditures, and research and development overlap, please provide an explanation of the allocation methodology used.

**CMC FPS.--** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Crude/unrefined CMC.--** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART V.--OTHER CMC--TRADE AND RELATED INFORMATION--Continued**

V-5. **CMC FPS.**--Report the following information on your operations producing CMC FPS.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years, except as noted		
	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(quantity)</i>			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>PRODUCTION</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity of commercial shipments</i>			
<i>Value of commercial shipments</i>			
<b>Internal consumption:</b>			
<i>Quantity of internal consumption</i>			
<i>Value<sup>1</sup> of internal consumption</i>			
<b>Transfers to related firms:</b>			
<i>Quantity of transfers to related firms</i>			
<i>Value<sup>1</sup> of transfers to related firms</i>			
<b>EXPORT SHIPMENTS:<sup>2</sup></b>			
<i>Quantity of export shipments</i>			
<i>Value of export shipments</i>			
<b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b>			
<b>U.S. SHIPMENTS TO END USERS</b>			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>			
<b>WAGES PAID TO PRWs</b> <i>(value)</i>			
<b>FINANCIAL INFORMATION:<sup>4</sup></b>			
<b>Net sales:<sup>5</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Cost of goods sold</b> <i>(value)</i>			
<b>Gross profit or (loss)</b> <i>(value)</i>			
<b>Selling, general, and administrative expenses</b> <i>(value)</i>			
<b>Operating income or (loss)</b> <i>(value)</i>			
<b>Capital expenditures</b> <i>(value)</i>			
<b>Research &amp; development expenditures</b> <i>(value)</i>			
<p><sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value.</p> <p><sup>2</sup> Identify your principal export markets: _____</p> <p><sup>3</sup> <u>Reconciliation of data.</u>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p> <p><sup>4</sup> Report financial information on a fiscal-year basis (year ending _____).</p> <p><sup>5</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.</p>			



**PART V.--OTHER CMC--TRADE AND RELATED INFORMATION--Continued**

V-6. **Crude/unrefined CMC.**--Report the following information on your operations producing crude/unrefined CMC.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years, except as noted		
	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> ( <i>quantity</i> )			
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>PRODUCTION</b> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>1</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>1</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> ( <i>quantity</i> )			
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b>			
<b>U.S. SHIPMENTS TO END USERS</b>			
<b>AVERAGE NUMBER OF PRWs</b>			
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )			
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )			
<b>FINANCIAL INFORMATION:</b> <sup>4</sup>			
<b>Net sales:</b> <sup>5</sup>			
<i>Quantity</i>			
<i>Value</i>			
<b>Cost of goods sold</b> ( <i>value</i> )			
<b>Gross profit or (loss)</b> ( <i>value</i> )			
<b>Selling, general, and administrative expenses</b> ( <i>value</i> )			
<b>Operating income or (loss)</b> ( <i>value</i> )			
<b>Capital expenditures</b> ( <i>value</i> )			
<b>Research &amp; development expenditures</b> ( <i>value</i> )			
<p><sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value.</p> <p><sup>2</sup> Identify your principal export markets: _____</p> <p><sup>3</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p> <p><sup>4</sup> Report financial information on a fiscal-year basis (year ending _____).</p> <p><sup>5</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.</p>			

**PART V. OTHER CMC--TRADE AND RELATED INFORMATION—Continued**

V-7. **COMPARABILITY OF PURIFIED CMC AND CMC FPS.**—(i) Since January 1, 2002, has your firm produced, imported, 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:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART V. OTHER CMC--TRADE AND RELATED INFORMATION**—Continued

V-8. **COMPARABILITY OF PURIFIED CMC AND CRUDE/UNREFINED CMC.**—(i) Since January 1, 2002, has your firm produced, imported, 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:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART V. OTHER CMC--TRADE AND RELATED INFORMATION—Continued**

V-9. Please provide the names and addresses of your firm's 5 largest U.S. customers for its domestically-produced 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 U.S.-produced 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 (%)
<b>CMC FPS customers:</b>					
1					
2					
3					
4					
5					
<b>Crude/unrefined CMC customers:</b>					
1					
2					
3					
4					
5					