

**U.S. PURCHASERS' QUESTIONNAIRE**

**SORBITOL FROM FRANCE**

This questionnaire must be received by the Commission by no later than **MARCH 8, 2010**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty finding concerning sorbitol from France (Inv. No. 731-TA-44 (Third Review)). 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 purchased sorbitol (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 1982?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.*

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ( )</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ( )</i>	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

**NOTE: REPORT YOUR ANSWERS FOR CRYSTALLINE SORBITOL ONLY.**

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

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

No  Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

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

No             Yes--List the following information.

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

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

No             Yes--List the following information.

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

I-7. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for sorbitol?

No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from **Clark Workman (202-205-3248, [clark.workman@usitc.gov](mailto:clark.workman@usitc.gov))**. Supply all data requested on a calendar-year basis.

**NOTE: REPORT YOUR ANSWERS FOR CRYSTALLINE SORBITOL ONLY.**

II-1. **Contact information (Purchases).**--Who should be contacted regarding the requested information?

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

( ) \_\_\_\_\_  
 Phone number E-mail address

II-2. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of sorbitol. Report based on delivery date, not order date.

<b>Quantity (in thousands of pounds (dry weight basis) and value (in \$1,000)</b>						
<b>Purchases of <u>crystalline</u> sorbitol produced in--</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>The United States:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>France:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>All other countries:<sup>1</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please identify these countries: _____						
<sup>2</sup> Purchasers that purchase French-origin sorbitol from a U.S.-based supplier should report their purchases as sorbitol produced in France.						

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

**II-3. Purchases before and after order.--**

- (a) Did your firm purchase sorbitol from France before 1982?
- No--skip to (c)       Yes
- (b) If yes, has your pattern of purchasing sorbitol from France changed since 1982?
- No, our pattern of purchasing is essentially unchanged.  
 Yes, we discontinued purchases from France because of the order.  
 Yes, we reduced purchases from France because of the order.  
 Yes, but we changed the pattern of purchases from France for reasons other than the order (please explain below).
- (c) Has your pattern of purchasing sorbitol from nonsubject foreign sources (i.e., countries other than France) changed since 1982?
- We did not purchase from nonsubject foreign sources before or after the order.  
 No, our pattern of purchasing is essentially unchanged.  
 Yes, we increased purchases from nonsubject countries because of the order.  
 Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

II-4. **Changes in purchasing patterns.**--If the relative levels of your firm's purchases of sorbitol from different sources (both domestic and foreign) have changed since 1982 (the year the antidumping duty finding under review became effective), please list the relative share from that country has increased or decreased, and state the reason.

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

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

II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for sorbitol since 1982. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of sorbitol that each of these customers accounted for in 2009.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

**PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

Further information on this part of the questionnaire can be obtained from **Clark Workman (202-205-3248, [clark.workman@usitc.gov](mailto:clark.workman@usitc.gov))**. Supply all data requested on a calendar-year basis.

**NOTE: REPORT YOUR ANSWERS FOR CRYSTALLINE SORBITOL ONLY.**

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of sorbitol (check all that apply, noting the specific end uses if known)?

- Gum producer
- Other food or confection producer
- Hygiene product or cosmetics producer
- End user (other than those above, Describe: \_\_\_\_\_)
- Distributor
- Other (Describe: \_\_\_\_\_)

III-2. **Competition of sales.**--If you are a distributor or reseller of sorbitol, do you compete for sales to your customers with the manufacturers or importers from which you purchase sorbitol?

- No
- Yes--Please describe

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III-3. **Types of customers.**--If your firm is a distributor or reseller of sorbitol, what are the major types of consumers to which you sell sorbitol?

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III-4. **End uses.**--If your firm is an end user of sorbitol, list in order of quantity of sorbitol consumed, the top 3 products for which your firm purchases sorbitol as a component part or input. Please indicate what percentage of the total cost is accounted for by sorbitol (and NOTE: this percentage should not add to 100 percent).

Product(s) you produce	Share of cost accounted for by sorbitol ( <i>percent</i> )
1.	
2.	
3.	

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

**III-5. Demand for end use products.--**

(a) If your firm is an end user of sorbitol, has the demand for your firm's final products incorporating sorbitol changed since the imposition of the finding in 1982?

Increased       Decreased       Fluctuated       No change

(b) Has this had any effect on your firm's demand for sorbitol?

No       Yes--Please describe

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**III-6. Changes in end uses.--Have there been any changes in the end uses of sorbitol since the imposition of the finding in 1982?**

No       Yes--Please describe.

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**III-7. Anticipated changes in end uses.--Do you anticipate any changes in terms of the end uses of sorbitol in the future?**

No       Yes--Please describe and identify the time period.

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

III-8. **Substitutes.**--Please list in order of importance any products that may be substituted for sorbitol. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for sorbitol, and to what degree, and the length of any time lag of such an effect.

Substitute	Application(s)	Have changes in the prices of this substitute affected the price for sorbitol?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

III-9. **Forms.**--Is sorbitol in liquid a substitute for crystalline sorbitol?     No                       Yes  
 Please explain why or why not.

\_\_\_\_\_

\_\_\_\_\_

III-10. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for sorbitol since the imposition of the finding in 1982?

No                       Yes--Please explain.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

III-11. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for sorbitol in the future?

- No             Yes--Please describe.

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III-12. **Demand trends.**--

(a) How has the demand within the United States for sorbitol changed since the imposition of the finding in 1982? What principal factors affect changes in demand?

- Increased         Decreased         Fluctuated         No change

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(b) How has the demand outside the United States (if known) for sorbitol changed since the imposition of the finding in 1982? What principal factors affect changes in demand?

- Increased         Decreased         Fluctuated         No change

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

**III-13. Anticipated demand trends.--**

(a) How do you anticipate demand will change within the United States for sorbitol in the future? What principal factors will affect these changes in demand?

- Increase       Decrease       Fluctuate       No change

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(b) How do you anticipate demand will change outside the United States for sorbitol in the future? What principal factors will affect these changes in demand?

- Increase       Decrease       Fluctuate       No change

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III-14. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss sorbitol supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, and (3) the world as a whole. Of particular interest is such historical data and forecasts for the future.

III-15. **Changes in factors affecting supply.--**Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced sorbitol in the U.S. market since the imposition of the finding in 1982?

- No       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

III-16. **Importance of supply source.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of sorbitol (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of sorbitol.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of sorbitol.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of sorbitol.

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III-17. **Conditions of competition.**--

- (a) Is the sorbitol market subject to business cycles or conditions of competition distinctive to sorbitol?
- No
  - Yes--Please explain and provide estimates of the duration of any such cycle.

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- (b) Has the emergence of new markets for sorbitol since the imposition of the finding in 1982 affected the business cycles or conditions of competition distinctive to sorbitol?
- No
  - Yes--Please explain any such changes.

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

III-18. **Decisions based on producer.** --Does your firm, and to the extent that you know, do your customers make purchasing decisions involving sorbitol based on the producer of the sorbitol you purchase?

Your firm:             Always     Usually     Sometimes     Rarely     Never

Your customers:     Always     Usually     Sometimes     Rarely     Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-19. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving sorbitol based on the country of origin of the sorbitol you purchase?

Your firm:             Always     Usually     Sometimes     Rarely     Never

Your customers:     Always     Usually     Sometimes     Rarely     Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

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

**III-20. Purchasing frequency.--**

(a) How frequently do you make purchases?

- Daily
- Weekly
- Monthly
- Quarterly
- Annually
- Other ((specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

- No             Yes-- How and why do you expect these changes to occur?

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**III-21. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase?**

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**III-22. Supplier negotiations.--**

(a) Do purchases of sorbitol usually involve negotiations between supplier and purchaser?

- No             Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No             Yes--Specify the time period.

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

III-23. **Change in suppliers.**--Have you changed suppliers since the imposition of the finding in 1982?

- No             Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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III-24. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since the imposition of the finding in 1982?

- No             Yes--Please identify the firms and indicate how you became aware of them.

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(b) Do you expect new sorbitol suppliers to enter the market in the future?

- No             Yes--Please provide details, noting the specific future time period in your response.

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III-25. **Supplier qualification.** --

(a) Do you require your suppliers to become USP certified for the sorbitol they sell to your firm?

- No             Yes-- \_\_\_\_\_ percent of purchases in 2009             Yes--all purchases

(b) Do you require your suppliers to become certified or prequalified in any form other than USP certification with respect to the quality, chemistry, strength, or other performance characteristic of the sorbitol they sell to your firm?

- No             Yes-- \_\_\_\_\_ percent of purchases in 2009             Yes--all purchases

(c) Please provide a general description of the certification or qualification process.

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(d) Please estimate the time required for certification or qualification. \_\_\_\_\_ days

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

**III-26. Factors considered vis-à-vis suppliers. ---**

(a) Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

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(b) Please estimate the time it takes to certify or qualify a new supplier. \_\_\_\_\_ days

**III-27. Failure to certify. --Since the imposition of the finding in 1982, have any domestic or foreign producers failed in their attempts to certify or qualify their sorbitol with your firm or have any producers lost their approved status?**

No                       Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

Firm name	Firm country	Why the firm failed certification/qualification

**III-28. Purchasing factors.--For the factors listed below, please rate each in terms of its importance in your purchase decision for sorbitol.**

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in crystalline form .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in solution form.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality is USP certified .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds USP certification...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-29. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase sorbitol for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-30. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of sorbitol?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-31. **Choice of product not based on price.**--If you purchased sorbitol from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-32. **Frequency of decisions based on price.**--How often does your firm purchase the sorbitol that is offered at the lowest price?

Always

Usually

Sometimes

Rarely

Never

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

III-33. **Price leaders.**--Please list the names of any firms you consider price leaders in the sorbitol market. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.

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III-34. **Frequency of price changes.**--How frequently does the price of the sorbitol you are purchasing change?

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III-35. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. sorbitol industry since the imposition of the finding in 1982 and explain fully, to the extent possible, the factor(s), including the order under review, that was/(were) responsible for each improvement/change.

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

**III-35. Changes in U.S. industry.--Continued**

- (b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. sorbitol industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

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- III-36. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of sorbitol from France? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

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(2) Entire U.S. market: \_\_\_\_\_

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-4. **Country preferences.**--Do you or your customers ever specifically order sorbitol from one country in particular over other possible sources of supply?

- No       Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why sorbitol from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of sorbitol available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No       Yes--Please identify the source and the grade/type/size.

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**PART IV.-- PRODUCT COMPARISONS--Continued**

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how sorbitol produced in each country you identified in your response to the first question in Part IV compares with sorbitol produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from United States compared to product from France			product from United States compared to product from			product from United States compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in crystalline form .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in solution form.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality is USP certified .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds USP certification.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the United States generally has lower prices/U.S. transportation costs than the second country.

**PART IV.-- PRODUCT COMPARISONS--Continued**

**IV-6. Factor country comparisons--Continued.**

Quality	product from France compared to product from			product from France compared to product from			product from France compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in crystalline form .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability in solution form.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality is USP certified .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds USP certification.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the France generally has lower prices/U.S. transportation costs than the second country.

**PART IV.-- PRODUCT COMPARISONS--Continued**

**IV-7. Minimum quality--**

(a) How often does domestically produced sorbitol meet minimum quality specifications for your uses or your customers' uses?

Always     Usually     Sometimes     Rarely     Never

(b) How often does imported subject sorbitol meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely</b>	<b>Never</b>
France	<input type="checkbox"/>				

(c) How often does imported sorbitol (from nonsubject sources including sorbitol from countries other than France) meet minimum quality specifications for your uses or your customers' uses?

<b>Source (specify country)</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely</b>	<b>Never</b>
_____	<input type="checkbox"/>				
_____	<input type="checkbox"/>				
_____	<input type="checkbox"/>				
_____	<input type="checkbox"/>				
_____	<input type="checkbox"/>				

**IV-8. Change in price--**

(a) Since the imposition of the finding in 1982, has there been a change in the price of sorbitol? If so, has the price of U.S.-produced sorbitol changed more or less than the price of imported sorbitol from France?

No change in price  
 Prices have changed by the same amount  
 Price of U.S.-produced sorbitol has changed relative to the price of sorbitol from France

(b) If the price of U.S.-produced sorbitol has changed relative to the price of sorbitol from France, the price of U.S.-produced sorbitol is now relatively

Higher                       Lower