

**IMPORTERS' QUESTIONNAIRE**  
**POLYVINYL ALCOHOL FROM CHINA, GERMANY, JAPAN, AND KOREA**

*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 25, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning polyvinyl alcohol ("PVA") from China, Germany, Japan, and Korea (invs. Nos. 731-TA-1014-1017 (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)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm imported polyvinyl alcohol (as defined in the instruction booklet) from any country at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)  
 **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

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

No                       Yes—List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PVA from China, Germany, Japan, or Korea into the United States or which are engaged in exporting PVA from China, Germany, Japan, or Korea to the United States?

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 Debra Baker (202-205-3180).

**Supply all data requested on a calendar-year basis.**

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

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

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of PVA since January 1, 2000?

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

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

II-3. Has your firm imported or arranged for the importation of PVA from China, Germany, Japan, or Korea for delivery after December 31, 2002?

No       Yes—Indicate when such orders are to be delivered and the quantities involved.

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

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

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



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

II-6. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of PVA imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Country: _____				<input type="checkbox"/> All other sources combined <sup>1</sup>		
<i>(Quantity in 1,000 pounds, value in \$1,000)</i>						
Item	Calendar years					
	2000		2001		2002	
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:</b> <sup>2</sup>						
Quantity of imports						
Value of imports						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption/company transfers:</b>						
Quantity of internal consumption/transfers						
Value <sup>3</sup> of internal consumption/transfers						
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</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> )						
<sup>1</sup> Please identify these sources: _____ _____						
<sup>2</sup> Identify the foreign producers, if known: _____ _____						
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____ _____						
<sup>4</sup> Identify your principal export markets: _____ _____						
<sup>5</sup> <u>Reconciliation of data.</u> —Note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____						

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

II-7. **IMPORTS OF PRODUCTS EXCLUDED FROM THESE INVESTIGATIONS.**—Please report your firm's imports and your firm's shipments and inventories of polyvinyl alcohol products that are excluded from these investigations (see instructions at page 4 for a list of the excluded products) imported by your firm during the specified periods.

Imported from—

China     Germany     Japan     Korea     Other: \_\_\_\_\_

Excluded product category(ies): \_\_\_\_\_

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2000	2001	2002
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )			
<b>IMPORTS:</b> <sup>2</sup>			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption/company transfers:</b>			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> <sup>3</sup> of internal consumption/transfers			
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</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> )			

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes     No—Please explain: \_\_\_\_\_

**PART III. PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

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

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

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.-PRICE DATA**

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity data concerning your firm's U.S. commercial shipments of the following PVA products imported from China, Germany, Japan, or Korea and sold to unrelated U.S. customers during January 2000-December 2002.

***Product 1.***--PVA for use in textile applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

***Product 2.***--PVA for use in adhesive applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 20-35 (centipois)

***Product 3.***--PVA for use in paper applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

***Product 4.***--PVA for use in adhesives applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 0-19 (centipois)

***Product 5.***--PVA for use in art paper applications with a range of hydrolysis between 86-89 (percent) and a viscosity between 7-9 (centipois).

***Product 6.***--PVA for use in resin applications with a range of hydrolysis between 86-89 (percent) and a viscosity between 16 and 20 (centipois).

Please report separately for each product and country for the periods requested and copy, as needed, the table on the following page to report for each product and country.

**PART III.—PRICING AND RELATED INFORMATION—Continued**

**Section III-A.—PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products imported from China, Germany, Japan, and Korea and sold by your firm to unrelated U.S. customers. Also complete a separate page for each subject country from which you import PVA .<sup>1</sup>

Product 1  Product 2  Product 3  Product 4  Product 5  Product 6

China  Germany  Japan  Korea

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Net Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
<sup>2</sup> F.o.b. your U.S.-point(s) of shipment (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods).		

**PART III. PRICING AND RELATED INFORMATION—Continued**

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

III-B-1. Please describe how your firm determines the prices that it charges for sales of imported PVA (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-B-3. What are your firm's typical sales terms for PVA imported from China, Germany, Japan, and Korea (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what percentage of your firm's sales of PVA imported from China, Germany, Japan, and Korea is on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported PVA? \_\_\_\_\_

III-B-6. What is the approximate percentage of the total delivered cost of PVA that is accounted for by U.S.-inland transportation costs? \_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_ or purchaser \_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? \_\_\_ percent. 101 to 1,000 miles? \_\_\_ percent. Over 1,000 miles? \_\_\_ percent.

**PART III. PRICING AND RELATED INFORMATION—Continued**

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

III-B-7. What is the geographic market area in the United States served by your firm's imports of PVA from China, Germany, Japan, and Korea?

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III-B-8. What other products may be substitutes for PVA?

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III-B-9. Describe the end uses of the PVA that you import from China, Germany, Japan, and Korea. For each end use product, what percentage of the total cost is accounted for by PVA?

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III-B-10. How has the demand within the United States (and outside the United States if known) for PVA changed since January 1, 2000? What were the principal factors affecting changes in demand?

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III-B-11. Have there been any significant changes in the product range or marketing of PVA in the past five years?

No       Yes—Please describe.

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III-B-12. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the PVA they sell to your firm?

No       Yes--Approximately what percent of your firm's total 2002 purchases of PVA required some form of certification or pre-qualification? \_\_\_\_\_ percent.

**PART III. PRICING AND RELATED INFORMATION—Continued**

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

III-B-12-B If yes, why does your firm need the PVA it purchases to be certified or prequalified?

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III-B-12-C If yes, list every supplier of PVA that is currently certified or prequalified by your firm.

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III-B-12-D If yes, list every supplier of PVA that is your firm is currently trying to certify or prequalify.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

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

III-B-13. Is PVA 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	China	Germany	Japan	Korea	Other countries (list country) _____
United States						
China						
Germany						
Japan						
Korea						

<sup>1</sup> For any country-pair producing PVA which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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**PART III. PRICING AND RELATED INFORMATION—Continued**

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

III-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between PVA produced in the United States and in other countries a significant factor in your firm's sales of the 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	China	Germany	Japan	Korea	Other countries (list country)
United States						
China						
Germany						
Japan						
Korea						

<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 PVA, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for PVA imported from China, Germany, Japan, and Korea during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of PVA from China, Germany, Japan, and Korea, that each of these customers accounted for in 2002.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					