

**IMPORTERS' QUESTIONNAIRE**  
**POLYVINYL ALCOHOL FROM TAIWAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615-J  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than September 21, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning polyvinyl alcohol ("PVA") from Taiwan (inv. No. 731-TA-1088 (Preliminary)). 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><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported polyvinyl alcohol (as defined in the instruction booklet) from any country at any time since January 1, 2001?</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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

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

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

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

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

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

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

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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. 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 Taiwan into the United States or which are engaged in exporting PVA from Taiwan to the United States?

No                       Yes—List the following information.

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

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of PVA?

No  Yes—List the following information.

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

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

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

I-7. If your firm is an importer of record of PVA but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

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I-8. Please indicate whether your firm enters PVA into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes  
Bonded warehouses  No  Yes

I-9. Please indicate whether your firm imports PVA under the TIB (temporary importation under bond) program.

No  Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No  Yes—Please specify. \_\_\_\_\_

I-11. Describe the significance of the antidumping duty orders on imports of polyvinyl alcohol from China, Japan, and Taiwan into the United States that were revoked in mid-2001 and the antidumping duty orders on imports of polyvinyl alcohol from China, Japan, and Korea into the United States that were imposed in mid-2003. You may wish to compare your firm's operations while the antidumping duty orders were in place with your operations before their implementation. Use additional pages as necessary.

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

Further information on this part of the questionnaire can be obtained from Megan Spellacy, [megan.spellacy@usitc.gov](mailto:megan.spellacy@usitc.gov) (202-205-3190). **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, 2001?

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 Taiwan for delivery after June 30, 2004?

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 Taiwan and for all other sources combined. Photocopy the page as needed and identify the source(s) for which you are reporting in the space provided.**

Taiwan
  All other sources combined<sup>1</sup>

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>IMPORTS:<sup>2</sup></b>					
<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:<sup>4</sup></b>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <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 2001, 2002, and 2003 below: _____ _____					
<sup>4</sup> Identify your principal export markets: _____ _____					
<sup>5</sup> <b>Reconciliation of data.</b> —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 III.--PRICING AND MARKET FACTORS**

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

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

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

Check here , if your U.S. firm imports PVA from Taiwan and sells this imported PVA to U.S. customers. Report your selling price data requested in section III-A.1 and then proceed to section III-B.

Check here , if your U.S. firm imports PVA from Taiwan and captively uses this imported PVA to produce downstream products; such products will be referred to as “captive imports.” Report your purchase price data requested in section III-A.2 and then proceed to section III-B.

**Section III-A.1--SELLING PRICE DATA**

This section requests total quarterly net sales value data (on a U.S. f.o.b. basis) and quantity data (in pounds) concerning your firm’s U.S. shipments of its five specified PVA products that it imported from Taiwan and sold to U.S. customers UNRELATED (by ownership) to your firm during January 2001-June 2004. If your firm sells the specified subject imported PVA products on a U.S. delivered price basis, please estimate, to the extent possible, the net U.S. f.o.b. selling value (for instance, deduct from the U.S. delivered price the U.S.-inland freight costs (or an estimate of this cost) you charged, or otherwise arranged, to deliver these products to your customers at their U.S. receiving location(s)). Report the U.S. sales f.o.b. value and quantity data **NET of returns, discounts, allowances, and rebates; also deduct any U.S. freight costs to the customers’ receiving points that was absorbed by your firm (i.e., not charged to your customers).**

The following five specified products are non-specialty products:

Product 1.—PVA for use in adhesive applications with a range of hydrolysis between 80-89 percent, a viscosity between 3-6 (centipois), standard granular particle size, and non-tackified

Product 2.—PVA for use in adhesive applications with a range of hydrolysis between 80-89 percent, a viscosity between 20-39 (centipois), standard granular particle size, and non-tackified

Product 3.—PVA for use in adhesive applications with a range of hydrolysis between 80-89 percent, a viscosity between 40-70 (centipois), standard granular particle size, and non-tackified

Product 4.—PVA for use in paper applications with a range of hydrolysis between 98-99 percent, a viscosity between 3-12 (centipois), standard granular particle size, and non-tackified

Product 5.—PVA for use in textile applications with a range of hydrolysis between 87-97 percent, a viscosity between 12-39 (centipois), standard granular particle size, and non-tackified

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-A.1--SELLING PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of your firm's specified PVA products that it imported from Taiwan and then shipped to U.S. customers UNRELATED (by ownership) to your firm (check one product box for each page).

PVA Product: 1  2  3  4  5

<i>(Quantity in pounds, value in dollars)</i>		
Date of shipment	Quantity	Total net U.S. f.o.b. value <sup>1</sup>
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<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		

<sup>1</sup> The U.S. f.o.b. sales value should be net of returns, discounts, allowances, and rebates; also deduct any U.S. freight costs to your customers' receiving points *that was absorbed by your firm* (i.e., not charged to your customers).



**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-A.2--PURCHASE PRICE DATA**

*Report the following purchase price data only if your firm imported the specified PVA products from Taiwan AND captively used it to produce a downstream product.*

This section requests total quarterly net purchase value data (on a landed, c.i.f., duty-paid, U.S. port(s)-of-entry basis) and quantity data (in pounds) concerning your firm's U.S. imports of the five specified PVA products imported from Taiwan during January 2001-June 2004. If your firm imported the specified subject imported products on a delivered basis to your U.S. facilities, please estimate, to the extent possible, the landed, c.i.f., duty-paid, U.S. port(s)-of-entry values (for instance, deduct from the delivered value the U.S.-inland freight costs (or an estimate of this cost) you incurred to obtain the subject imported PVA products at your U.S. receiving location(s)). Report the U.S. landed, c.i.f., duty-paid, U.S. port(s)-of-entry value and quantity data **net of returns, discounts, allowances, and rebates.**

The following five specified products are non-specialty products:

*Product 1.*—PVA for use in adhesive applications with a range of hydrolysis between 80-89 percent, a viscosity between 3-6 (centipois), standard granular particle size, and non-tackified

*Product 2.*—PVA for use in adhesive applications with a range of hydrolysis between 80-89 percent, a viscosity between 20-39 (centipois), standard granular particle size, and non-tackified

*Product 3.*—PVA for use in adhesive applications with a range of hydrolysis between 80-89 percent, a viscosity between 40-70 (centipois), standard granular particle size, and non-tackified

*Product 4.*—PVA for use in paper applications with a range of hydrolysis between 98-99 percent, a viscosity between 3-12 (centipois), standard granular particle size, and non-tackified

*Product 5.*—PVA for use in textile applications with a range of hydrolysis between 87-97 percent, a viscosity between 12-39 (centipois), standard granular particle size, and non-tackified

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-A.2--PURCHASE PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each specified PVA product imported from Taiwan (check one box for each page).

PVA Product: 1  2  3  4  5

<i>(Quantity in pounds, value in dollars)</i>		
Date of shipment	Quantity	Landed, c.i.f., duty-paid, U.S. port(s)-of-entry value <sup>1</sup>
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<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		

<sup>1</sup> The landed, c.i.f., duty-paid, U.S. port(s)-of-entry value should be net of returns, discounts, allowances, and rebates

**PART III.--PRICING AND MARKET FACTORS--Continued**

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales/imports (the latter if an importing end-user) of its imported PVA from Taiwan during January 2001-June 2004. If your responses differ by sales to different types of U.S. customers (end users, distributors, or types of end users), or by product specifications of the PVA that you import from Taiwan, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

*For the rest of Part III--Captive imports of PVA from Taiwan refer to such products imported by end users that use the PVA to produce downstream products. Check here whether your firm imported PVA for captive use \_\_\_\_ or for resale \_\_\_\_.*

**Section III-B.--PRICING PRACTICES**

III-B-1. Please report below your firm's total quantity (in thousands of pounds) of its PVA imported from Taiwan and shipped to U.S. customers during January 2001-June 2004. If your firm imported PVA from Taiwan for captive use, report your firm's total quantity imported during this period. Report the total quantity of sales/captive imported that was on a (1) long-term basis (multiple deliveries for more than 12 months after the sales/purchase agreement), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot sales/purchase basis (usually one-time delivery, within 30 days of the sales/purchase agreement). The three different sales/import purchase bases include both written contracts and verbal agreements.

Type of Sale:	Quantity (in 1,000 pounds)
Long-term	
Short-term	
Spot sales	

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

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

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICING PRACTICES--Continued**

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

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

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

Long-term: \_\_\_\_\_  
\_\_\_\_\_

Short-term: \_\_\_\_\_  
\_\_\_\_\_

III-B-5. Please explain how prices are established for sales or, if applicable, captive imports of your firm's subject imported PVA on a spot basis.

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

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICING PRACTICES--Continued**

Respond to questions III-B-6 through III-B-8 only if your firm sells its subject imported PVA to U.S. customers; if your firm captively uses its subject imported PVA, skip to Section III-D.

III-B-6. What are your firm's typical sales terms for its subject imported PVA that it sold to U.S. customers during January 2001-June 2004 (e.g., 2/10 net 30 days, net 30 days, etc.)?

\_\_\_\_\_

III-B-7. a) On what basis does your firm typically quote selling prices of its subject imported PVA that it sold to its U.S. customers during January 2001-June 2004 (e.g., f.o.b. U.S. warehouse, f.o.b. U.S. port of entry, delivered, etc.)?

\_\_\_\_\_

b) If f.o.b., do your U.S. customers typically arrange the freight \_\_\_\_\_ or does your firm arrange the freight \_\_\_\_\_?

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight \_\_\_\_\_ or send the products freight collect \_\_\_\_\_?

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes \_\_\_\_\_ No \_\_\_\_\_?

If yes--

Please indicate the total quantity or value of PVA or other requirement(s) that must be purchased by your customers from your firm for you to absorb U.S. shipping charges to their facilities.

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

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its subject imported PVA during 2001 and 2003.

2001: \_\_\_\_\_ 2003: \_\_\_\_\_

III-B-8. Please describe terms of your firm's discount policy, if any, (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its subject imported PVA during January 2001-June 2004. Do not include any payment discounts covered in question II-B-6.

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

Please report below the total value (in dollars) of discounts that your firm allowed based on all its U.S. shipments of its subject imported PVA during 2001 and 2003.

2001: \_\_\_\_\_ 2003: \_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--FACTORS AFFECTING PRICING**

*If your firm sells its subject imported PVA to U.S. customers, answer all questions in this section; if your firm is a captive user of its subject imported PVA skip to section III-D.*

III-C-1. a) Approximately what share of the total quantity (based on weight) of your firm's subject imported PVA shipped in the United States to its U.S. customers during January 2001-June 2004 occurred within the distances specified below? Also, for each distance category, approximately what percent of the total net delivered sales value of these products to your U.S. customers was accounted for by U.S.-inland transportation costs and what was the typical U.S. transportation mode (truck-T, rail-R, or air-A)?

	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your U.S. shipping location	_____ %	_____ %	_____
100 to 500 miles from your U.S. shipping location	_____ %	_____ %	_____
Over 500 miles from your U.S. shipping location	_____ %	_____ %	_____
TOTAL	100 %	NA	NA

b) What is the geographic market area(s) in the United States served by your firm's subject imported PVA during January 2001-June 2004?

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

Note any changes in your U.S. market area since January 2001.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-2. a) What is the average lead time (in days) between your customers' orders and the date of delivery for your firm's U.S. shipments of its subject imported PVA from its U.S. inventory and, if applicable, from facilities in Taiwan?

Source	Share of 2003 sales quantity	Lead time
From U.S. inventory		
Direct from subject country		
<b>Total</b>	<b>100%</b>	

b) Have average lead times changed since January 2001? Yes \_\_\_ No \_\_\_ (Check one). If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete in the U.S. market with PVA produced domestically and imported from non-subject countries.

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III-C-3. Does your firm sell its subject imported PVA over the internet?

No       Yes

If yes--

Please report the quantity (in 1,000s of pounds) of your firm's total U.S. shipments of its subject imported PVA during January 2001-June 2004 that were sold over the internet. Please explain the effect of any internet sales on your U.S. selling prices and quantities.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

All importers should respond fully to Sections III-D and III-E.

**Section III-D.--SUPPLY FACTORS**

III-D-1. Have there been any significant changes in the product range or marketing of PVA in the United States since January 2001?

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

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III-D-2. Based on your two largest sales of your imported PVA from Taiwan shipped to domestic customers during January 2001-September 2004, identify, to the extent possible, the principal end-use product associated with each sale and the percentage share of the total cost to produce the end product accounted for by PVA. If your imported the PVA from Taiwan for internal use, please provide the requested information for your two largest import purchases during this period.

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

III-D-3. Please discuss below how your firm defines standard versus specialty PVA products and then report the total quantity of your imported PVA from Taiwan that it shipped to domestic customers or used internally during January 2001-June 2004 that were standard and specialty products.

**Standard products:** \_\_\_\_\_

\_\_\_\_\_

Shipment/use quantity (in 1,000 pounds) \_\_\_\_\_

**Specialty products:** \_\_\_\_\_

\_\_\_\_\_

Shipment/use quantity (in 1,000 pounds) \_\_\_\_\_



**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS**

III-E-1. How has the demand for PVA in the United States (and outside the United States, if known,) changed since January 1, 2001? What principal factors affected any changes in demand?

- Increased
- Unchanged
- Decreased
- Fluctuated

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*Substitution in demand refers to products that can, based on market price considerations and 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.*

Discuss substitution in demand between PVA and alternative products (question III-E-2).

III-E-2. a) Please list in descending order of importance the top three products that may substitute for PVA, or vice-versa, in the U.S. market, based on your firm's experience during January 2001-June 2004, and show the type of PVA product for which each alternative product is the most probable substitute.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS--Continued**

III-E-2. c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the PVA product? What is the time lag for any such impact and does this vary by type of PVA or final end-use?

- 1. \_\_\_\_\_  
\_\_\_\_\_
- 2. \_\_\_\_\_  
\_\_\_\_\_
- 3. \_\_\_\_\_  
\_\_\_\_\_

Discuss substitution in demand among various types of PVA (question III-E-3).

III-E-3. a) Please list in descending order of importance the top three pairs of PVA types that may substitute for each other in the U.S. market, based on your firm's experience during January 2001-June 2004.

- 1. \_\_\_\_\_  
\_\_\_\_\_
- 2. \_\_\_\_\_  
\_\_\_\_\_
- 3. \_\_\_\_\_  
\_\_\_\_\_

b) For each possible substitute product-pair listed, please note the most likely application(s)/ end-use product(s) for which they may be substitutes.

- 1. \_\_\_\_\_  
\_\_\_\_\_
- 2. \_\_\_\_\_  
\_\_\_\_\_
- 3. \_\_\_\_\_  
\_\_\_\_\_

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

- 1. \_\_\_\_\_  
\_\_\_\_\_
- 2. \_\_\_\_\_  
\_\_\_\_\_
- 3. \_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS--Continued**

III-E-4. Are all types of PVA produced in the United States, imported from Taiwan, and imported from 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 "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Taiwan	Other countries
United States			
Taiwan			

<sup>1</sup> For any country-pair producing PVA 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 III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS--Continued**

III-E-5. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between PVA produced in the United States, imported from Taiwan, and imported from other countries a significant factor in your firm's sales of its subject imported PVA? 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	Taiwan	Other countries
United States			
Taiwan			

<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 its subject imported PVA, identify the country-pair, the type of PVA, and report the advantages or disadvantages imparted by such factors. Also, identify any "other" countries referred to.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-F.--CUSTOMER IDENTIFICATION**

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

Please provide the names and addresses of your firm's 10 largest U.S. customers for its subject imported PVA during January 2001-June 2004. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on weight) of your firm's total U.S. sales of its subject imported PVA that each of these customers accounted for in 2003. 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 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					