

U.S. PURCHASERS' QUESTIONNAIRE

POLYVINYL ALCOHOL FROM CHINA, JAPAN, AND KOREA

This questionnaire must be received by the Commission by no later than November 20, 2008

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 antidumping investigations concerning polyvinyl alcohol from China, Japan, and Korea (inv. Nos. 731-TA-1014, 1016, and 1017 (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)). Further information on this questionnaire can be obtained from Catherine DeFilippo (202-205-3253) or William Greene (202-205-3405).

<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 polyvinyl alcohol (as defined in the instruction booklet) from ANY source at any time since January 1, 2003?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
--

CERTIFICATION

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

By submitting 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.

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.

_____ <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 25 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information

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

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--PURCHASES

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

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

(Quantity in 1,000 pounds, value in \$1,000)						
Item	2003	2004	2005	2006	2007	Jan.-Sept. 2008
Purchases of product produced in the United States:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of product produced in China:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of product produced in Japan:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of product produced in Korea:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of product produced in Taiwan:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of product produced in all other countries:¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify these countries: _____						

II-3. If your firm has purchased PVA from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-4. For the years 2003-07 and the period January-September 2008, please indicate the trend of your purchases of PVA from each country source (*i.e.*, whether they increased, decreased, remained constant, or fluctuated) and provide an explanation for that trend.

Source	Trend	Explanation for trend
Purchases of PVA produced in--		
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Japan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Germany	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Singapore	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Taiwan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
United Kingdom	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of PVA (check all that apply, noting the specific end uses if known)?

- PVB producer (Please specify: _____)
- Textile product producer (Please specify: _____)
- Paper producer (Please specify: _____)
- Adhesives producer (Please specify: _____)
- Emulsion polymerization producer (Please specify: _____)
- Building products producer (Please specify: _____)
- Pharmaceutical products producer (Please specify: _____)
- Other end use, list end use (Please specify: _____)
- DISTRIBUTOR (Please specify: _____)

III-3. (a) If your firm is a distributor or reseller of PVA, what are the major types of consumers to which you sell PVA?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase PVA?

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

III-4. If your firm is an end user of PVA, list in order of quantity of PVA consumed, the top 3 products for which your firm purchases PVA as a component part or input. Please indicate what percentage of the total cost is accounted for by PVA.

Product you produce	Percent of cost accounted for by PVA

III-5. (a) If your firm is an end user of PVA, has the demand for your firm's final products incorporating PVA changed since January 1, 2003?

- Increased Decreased Fluctuated No change

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

(c) Do you anticipate any future changes in your firm's demand for PVA?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-6. (a) Can other products be substituted for PVA?

No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for PVA?

No Yes--To what degree do changes in their prices affect the price for PVA? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of PVA or final end use?

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

III-7. Are you aware whether the PVA you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-8. Do you know the manufacturer of the PVA that you purchase?

- Always Usually Sometimes Never

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always Usually Sometimes Never

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2003?

- No Yes--Please describe.

III-11. How many suppliers do you generally contact before making a purchase?

III-12. Have you changed suppliers since January 1, 2003?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2003?

- No Yes--Please identify the firms.

III-14. 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--_____ percent of purchases in 2007 Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

III-15. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-16. Since January 1, 2003, have any domestic or foreign producers failed in their attempts to certify or qualify their PVA 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 process.

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

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for PVA.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	-	-	-
Availability of preferred type.....	-	-	-
Delivery terms.....	-	-	-
Delivery time	-	-	-
Discounts offered	-	-	-
Extension of credit	-	-	-
Hydrolysis.....	-	-	-
Price	-	-	-
Minimum qty requirements.....	-	-	-
Packaging.....	-	-	-
Product consistency	-	-	-
Quality meets industry standards	-	-	-
Quality exceeds industry standards.	-	-	-
Product range	-	-	-
Reliability of supply.....	-	-	-
Supplier prequalification.....	-	-	-
Technical support/service	-	-	-
U.S. transportation costs	-	-	-
Viscosity	-	-	-
Other (specify):			
_____	-	-	-
_____	-	-	-
_____	-	-	-

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

III-17. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PVA 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.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-18. What characteristics does your firm consider when determining the quality of PVA?

III-19. How often does your firm purchase the PVA that is offered at the lowest price?

Always Usually Sometimes Never

III-20. Please list the names of any firms you considered price leaders in the PVA market since 2003. 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. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-21. Please describe how the above firm(s) exhibited price leadership.

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

III-22. Does your firm purchase PVA over the internet?

- No Yes-- Please describe, noting the estimated percentage of your firm's total purchases of PVA in 2007 accounted for by internet purchases.

III-23. Since January 1, 2003, have any of your suppliers of PVA placed you on allocation, declined to accept quantities requested in orders in whole or in part, delivered less than the quantity promised, or otherwise departed from the normal course of supply you have come to expect?

- No Yes--Please identify the supplier and country of origin of the material, the time period affected, and the nature of the disruption.

III-24. Since January 1, 2003, have any of your suppliers of PVA been unable to meet timely shipping commitments?

- No Yes--Please identify all such suppliers, the country of origin of the material, the time period involved, and describe the circumstances.

III-25. Since January 1, 2003, has any supplier of PVA sought to have you agree to a price-in-effect type of contract?

- No Yes--Please identify the supplier, the country of origin of the material, and the time period involved.

III-26. Since January 1, 2003, has any supplier of PVA sought to renegotiate the price of any firm price agreement?

- No Yes--Please identify the supplier, the country of origin of the material, the time period involved, and the circumstances.

PART IV.--PRODUCT COMPARISONS

IV-1. Who should be contacted regarding the requested information on product comparisons?

Company contact: _____
Name and title

() _____
Phone number E-mail address

IV-2. Please indicate the countries of origin for PVA for which your firm has actual marketing/pricing knowledge.

- | | |
|--|---|
| <input type="checkbox"/> United States | <input type="checkbox"/> Germany |
| <input type="checkbox"/> China | <input type="checkbox"/> Singapore |
| <input type="checkbox"/> Japan | <input type="checkbox"/> Taiwan |
| <input type="checkbox"/> Korea | <input type="checkbox"/> United Kingdom |
| <input type="checkbox"/> Other countries (Please specify: _____) | |

PART IV.--PRODUCT COMPARISONS--Continued

IV-3. Is PVA produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Japan	Korea
United States				
China				
Japan				
Korea				
Germany				
Singapore				
Taiwan				
United Kingdom				
All others				
<p>¹ For any country-pair producing PVA which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use. In your response relating to “other countries”, if the degree of interchangeability differs for different non-subject countries, please note this below.</p> <hr/> <hr/> <hr/> <hr/> <hr/>				

PART IV.--PRODUCT COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order PVA 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 PVA from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of PVA 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.

IV-6. If you purchased PVA 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.

PART IV.--PRODUCT COMPARISONS--Continued

IV-7. For the factors listed below, please rate how PVA produced in each country you identified in your response to the first question in Part IV compares with PVA produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from			Product from			Product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	-	-	-	-	-	-	-	-	-
Availability of preferred type.....	-	-	-	-	-	-	-	-	-
Delivery terms	-	-	-	-	-	-	-	-	-
Delivery time	-	-	-	-	-	-	-	-	-
Discounts offered	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Hydrolysis.....	-	-	-	-	-	-	-	-	-
Lower price.....	-	-	-	-	-	-	-	-	-
Minimum quantity requirements.....	-	-	-	-	-	-	-	-	-
Packaging.....	-	-	-	-	-	-	-	-	-
Product consistency	-	-	-	-	-	-	-	-	-
Quality meets industry standards.....	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply	-	-	-	-	-	-	-	-	-
Supplier prequalification.....	-	-	-	-	-	-	-	-	-
Technical support/service	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs.....	-	-	-	-	-	-	-	-	-
Viscosity	-	-	-	-	-	-	-	-	-
Other (specify):									
_____	-	-	-	-	-	-	-	-	-
_____	-	-	-	-	-	-	-	-	-

PART IV.--PRODUCT COMPARISONS--Continued

IV-7.--Continued

Quality	Product from ----- compared to product from -----			Product from ----- compared to product from -----			Product from ----- compared to product from -----		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
	Availability	-	-	-	-	-	-	-	-
Availability of preferred type.....	-	-	-	-	-	-	-	-	-
Delivery terms	-	-	-	-	-	-	-	-	-
Delivery time	-	-	-	-	-	-	-	-	-
Discounts offered	-	-	-	-	-	-	-	-	-
Extension of credit.....	-	-	-	-	-	-	-	-	-
Hydrolysis.....	-	-	-	-	-	-	-	-	-
Lower price.....	-	-	-	-	-	-	-	-	-
Minimum quantity requirements	-	-	-	-	-	-	-	-	-
Packaging.....	-	-	-	-	-	-	-	-	-
Product consistency	-	-	-	-	-	-	-	-	-
Quality meets industry standards.....	-	-	-	-	-	-	-	-	-
Quality exceeds industry standards	-	-	-	-	-	-	-	-	-
Product range.....	-	-	-	-	-	-	-	-	-
Reliability of supply	-	-	-	-	-	-	-	-	-
Supplier prequalification.....	-	-	-	-	-	-	-	-	-
Technical support/service	-	-	-	-	-	-	-	-	-
Lower U.S. transportation costs.....	-	-	-	-	-	-	-	-	-
Viscosity	-	-	-	-	-	-	-	-	-
Other (specify):									
-----	-	-	-	-	-	-	-	-	-
-----	-	-	-	-	-	-	-	-	-

PART IV.--PRODUCT COMPARISONS--Continued

IV-8. (a) How often does domestically produced PVA meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Never

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

United States

- Always Usually Sometimes Never

China

- Always Usually Sometimes Never

Japan

- Always Usually Sometimes Never

Korea

- Always Usually Sometimes Never

(c) How often does imported nonsubject PVA meet minimum quality specifications for your uses or your customers' uses?

From: **Germany**

- Always Usually Sometimes Never

From: **Singapore**

- Always Usually Sometimes Never

From: **Taiwan**

- Always Usually Sometimes Never

From: **United Kingdom**

- Always Usually Sometimes Never

From (country): _____
 Always Usually Sometimes Never

From (country): _____
 Always Usually Sometimes Never

PART IV.--PRODUCT COMPARISONS--Continued

IV-9. If your firm has negotiated prices for its purchases of PVA for 2009, please report the percentage price increase or decrease for 2009 prices compared to 2008 prices.

Country	Price change for 2009
United States	_____
China	_____
Korea	_____
Germany	_____
Singapore	_____
Taiwan	_____
United Kingdom	_____
All other countries	_____

PART V.—SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of PVA purchased since 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of PVA that each of these suppliers accounted for in 2007.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 purchases (%)
1					
2					
3					
4					
5					