

**IMPORTERS' QUESTIONNAIRE**

**SEBACIC ACID FROM CHINA**

*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 October 14, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its five-year review concerning sebacic acid from China (inv. No. 731-TA-653 (Second 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)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm imported sebacic acid (as defined in the instruction booklet) from any country at any time since January 1, 1998?

**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 this review in any other import-injury investigations or reviews 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 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.*

\_\_\_\_\_  
*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 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 pages 3-4 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 sebacic acid from China into the United States or which are engaged in exporting sebacic acid from China 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 importing sebacic acid from countries other than China into the United States or which are engaged in exporting sebacic acid from countries other than China to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

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

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on sebacic acid. 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-8. If your firm is an importer of record of sebacic acid but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters sebacic acid into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

\_\_\_\_\_

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_

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

I-10. Please indicate whether your firm imports sebacic acid under the TIB (temporary importation under bond) program.

No             Yes

I-11. 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 future market conditions for sebacic acid?

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

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I-12. To your knowledge, has sebacic acid been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from Jai Motwane (202-205-3176 or [jai.motwane@usitc.gov](mailto:jai.motwane@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

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

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

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

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

**Note.--For questions II-2, II-3, and II-4, please supply details as to the time, nature, and significance of any relevant changes in the character of your operations, and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address the issues raised.**

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 sebacic acid since July 14, 1994 (the date on which the antidumping duty order under review became effective)?

No             Yes--Supply the requested details and documentation (see note above).

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II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of sebacic acid in the future?

No             Yes--Supply the requested details and documentation (see note above).

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of sebacic acid in the future if the antidumping duty order on sebacic acid from China were to be revoked?

No             Yes--Supply the requested details and documentation (see note above).

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

II-5. Has your firm imported or arranged for the importation of sebacic acid from China for delivery after June 30, 2004?

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

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II-6. If your firm also produces sebacic acid in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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II-7. Does your firm produce sebacate esters from imported sebacic acid?

No  Yes--List the following information.

<u>Type of ester</u>	<u>% of total 2003 ester production</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

II-8. Are you always aware of the country of origin of sebacic acid imported by your firm?

No  Yes--Briefly describe your method(s) for determining country of origin for your imports of sebacic acid.

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II-9. Did your firm import Chinese sebacic acid produced by **Hengshui Dongfeng Chemical Co., Ltd.**, and exported by **Sinochem Tianjin Import & Export Corp.** at any time from July 14, 1994 to June 30, 2004?

No  Yes--Please provide a separate answer to questions II-8a and II-8b solely for your imports from **Hengshui-Tianjin**.

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

II-10a. **IMPORTS BY SOURCE.**--Report your firm's imports, and your firm's shipments and inventories of sebacic acid imported by your firm during **1998-2003**. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need and identify whether you are reporting data for China or for all other sources combined in the space provided.**

China (**other than** from Hengshui Dongfeng Chemical Co., Ltd. and Sinochem Tianjin Import & Export Corp.)

Hengshui Dongfeng Chemical Co., Ltd./Sinochem Tianjin Import & Export Corp. (China)       All other sources combined<sup>1</sup>

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>						
<b>Item</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>
<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> Please 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 1998-2003 below:

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

<sup>5</sup> **Reconciliation of data.**--Please 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 II.--TRADE AND RELATED INFORMATION--Continued**

II-10b. **IMPORTS BY SOURCE.**--Report your firm's imports, and your firm's shipments and inventories of sebacic acid imported by your firm during the specified January-June periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need and identify whether you are reporting data for China or for all other sources combined in the space provided.**

China (other than from Hengshui Dongfeng Chemical Co., Ltd. and/or Sinochem Tianjin Import & Export Corp.)

Hengshui Dongfeng Chemical Co., Ltd./Sinochem Tianjin Import & Export Corp. (China)       All other sources combined

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>		
Item	January-June 2003	January-June 2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>		
<b>IMPORTS:</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> of internal consumption/transfers		
<b>EXPORT SHIPMENTS:</b>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES<sup>1</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>5</sup> <u>Reconciliation of data.</u> --Please 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-11. Describe the significance of the existing antidumping duty order covering imports of sebacic acid from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-12. Did your firm undertake any changes in its imports, U.S. shipments of imports, or inventories of sebacic acid as a result of revocation of the antidumping order on sebacic acid with respect to Hengshui Dongfeng Chemical Co., Ltd., and Sinochem Tianjin Import & Export Corp.?

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

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II-13. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of sebacic acid in the future if the antidumping duty order on sebacic acid from China were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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

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

Copy this page and report separately for each product grade/type, and each Chinese supplier

Product 1     Product 2     Product 3

Chinese supplier: \_\_\_\_\_

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1998:</b>		
January-March		
April-June		
July-September		
October-December		
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<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		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

\_\_\_\_\_

\_\_\_\_\_

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

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

III-B-1. Please describe how your firm determines the prices that it charges for sales of sebacic acid (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 sebacic acid imported from China (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 share of your firm's sales of its sebacic acid imported from China in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

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

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

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

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

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of sebacic acid?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. (a) What is the approximate percentage of the total delivered cost of sebacic acid that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's sebacic acid?

- Northeast     Mid-Atlantic     Midwest     Southeast
- Southwest     Rocky Mountains     West Coast     Northwest
- National     Other (describe) \_\_\_\_\_

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

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

III-B-10. Describe the end uses of the sebacic acid that you import from China. For each end-use product, what percentage of the total cost is accounted for by sebacic acid?

<u>End use</u>	<u>Share of total cost accounted for by sebacic acid (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-11. Indicate the share of your U.S. commercial shipments of sebacic acid from China (if any) accounted for by the following end uses:

<u>End use</u>	<u>Share of total U.S. shipments of sebacic acid (percent)</u>
<u>Nylon</u> _____	_____
<u>Plasticizer</u> _____	_____
<u>Plastic additive</u> _____	_____
<u>Resin/coatings/adhesives</u> _____	_____
<u>Other:</u> _____	_____
<u>Other:</u> _____	_____

III-B-12. Have there been any changes in the end uses of sebacic acid since 1994?

No       Yes--Please describe.

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

III-B-13. Do you anticipate any changes in terms of the end uses of sebacic acid in the future?

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

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

III-B-14. (a) Please list in order of importance any products that may be substituted for sebacic acid.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(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 sebacic acid?

No       Yes--To what degree do changes in their prices affect the price for sebacic acid? 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 sebacic acid or final end use?

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

III-B-15. Have there been any changes in the number or types of products that can be substituted for sebacic acid since 1994?

No       Yes--Please explain.

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

III-B-16. Do you anticipate any changes in terms of the substitutability of other products for sebacic acid in the future?

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

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

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

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

III-B-17. To what extent have changes in the prices of raw materials affected your firm's selling prices for sebacic acid during January 1998-June 2004? Also discuss any anticipated changes in raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-18. 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 sebacic acid in the U.S. market since 1994?

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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III-B-19. (a) Do you anticipate any changes in terms of the availability of sebacic acid imported from China in the U.S. market in the future?

Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-20. Has the availability of NONSUBJECT (i.e. non-Chinese) imported sebacic acid changed since 1994?

No                       Yes--Please explain.

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

**Section III-B.--MARKET FACTORS**

III-B-21. Describe how easily your firm can shift its sales of sebacic acid between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting sebacic acid between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-B-22. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of sebacic acid since 1994?

No       Yes--Please describe and quantify if possible.

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III-B-23. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of sebacic acid in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No       Yes--Please identify, including the time period.

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III-B-24. Do you, or your customers, require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the sebacic acid they sell to your firm?

No       Yes-- \_\_\_\_ percent of purchases in 2003       Yes--all purchases

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

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

**Section III-B.--MARKET FACTORS--Continued**

III-B-25. If you require certification or qualification, 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.

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III-B-26. Since 1994, have any domestic or foreign producers failed in their attempts to certify or qualify their sebacic acid 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.

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III-B-27. How has demand within the United States (and outside the United States, if known) for sebacic acid changed since 1994?

Increased                       Unchanged                       Decreased  
 Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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III-B-28. Do you anticipate any future changes in sebacic acid demand in the United States and, if known, the rest of the world?

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.

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

**Section III-B.--MARKET FACTORS--Continued**

III-B-29. Please compare market prices of sebacic acid in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-B-30. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss sebacic acid supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1994 to the present and forecasts for the future.

III-B-31. Are your exports of sebacic acid subject to any tariff or non-tariff barriers to trade in other countries?

No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1994, or that are expected to occur in the future.

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III-B-32. Does your firm sell sebacic acid over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of sebacic acid in 2003 accounted for by internet sales.

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