

**U.S. IMPORTERS' QUESTIONNAIRE**  
**POLYVINYL ALCOHOL FROM TAIWAN**

**This questionnaire must be received by the Commission by no later than October 27, 2010**

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigation concerning polyvinyl alcohol ("PVA") from Taiwan (Inv. No. 731-TA-1088 (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)).

<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 any form of PVA from any country at any time since January 1, 2007 (i.e., scope PVA, PVB-grade PVA, PVA in fiber form, or low-hydrolysis PVA as defined in the instruction booklet and on page two of this questionnaire)?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission). If your firm imported any other product under the Harmonized Tariff Schedule of the United States (HTSUS) subheading 3905.30.00 since January 1, 2007 please identify the product _____.</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding 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 this proceeding 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 proceeding 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>	

**For purposes of this questionnaire, the term “PVA” refers to all polyvinyl alcohol including polyvinyl alcohol that is in the scope of this investigation (defined below as “SCOPE PVA”) and out-of-scope polyvinyl alcohol described below.**

**Except as otherwise stated, the information being sought throughout this questionnaire concerns polyvinyl alcohol in the scope of this investigation, defined below as “SCOPE PVA”.**

**SCOPE PVA:** For purposes of this investigation, the Department of Commerce has defined the subject merchandise as all polyvinyl alcohol hydrolyzed in excess of 80 percent, whether or not mixed or diluted with commercial levels of defoamer or boric acid. PVB-grade low-ash polyvinyl alcohol (defined below as PVB-GRADE PVA) and PVA in fiber form are not included in the scope of this investigation. The merchandise under investigation is currently classifiable under subheading 3905.30.00 of the Harmonized Tariff Schedule of the United States (HTSUS). Although the HTSUS subheading is provided for convenience and customs purposes, the written description of the merchandise under investigation is dispositive.

**OUT-OF-SCOPE PVA:**

**The Commission is seeking additional but more limited information regarding three forms of polyvinyl alcohol that are excluded from the scope of these investigations: PVB-grade low-ash polyvinyl alcohol (defined below as PVB-GRADE PVA); polyvinyl alcohol in fiber form (“PVA IN FIBER FORM”) and polyvinyl alcohol hydrolyzed at 80 percent or below (“LOW-HYDROLYSIS PVA”). Questions seeking information on PVB-GRADE PVA, PVA IN FIBER FORM and LOW-HYDROLYSIS PVA will be clearly identified in the title or the text of the question.**

**PVB-GRADE PVA:** For purposes of this questionnaire, this term applies to PVB-grade low-ash PVA that meets the following specifications: Hydrolysis, Mole % of  $98.40 \pm 0.40$ , 4% Solution Viscosity  $30.00 \pm 2.50$  centipois, and ash—ISE, wt% less than 0.60, 4% solution color 20mm cell, 10.0 maximum APHA units, haze index, 20 mm cell, 5.0, maximum.

**PART I.—GENERAL INFORMATION**

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

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

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

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

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

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

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

No       Yes--List the following information.

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

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

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

- No             Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Percentage of ownership</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Percentage of ownership</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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

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

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

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-8. **FTZ or bonded warehouses.**--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. **Temporary importation under bond.**--Please indicate whether your firm imports PVA under the TIB (temporary importation under bond) program.

No             Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding 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 Angela Newell (202-708-5409, [angela.newell@usitc.gov](mailto:angela.newell@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

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

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

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of scope PVA since January 1, 2007?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> office/warehouse openings.....	_____ _____
<input type="checkbox"/> office/warehouse closings .....	_____ _____
<input type="checkbox"/> relocations .....	_____ _____
<input type="checkbox"/> expansions .....	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or importation curtailments .....	_____ _____
<input type="checkbox"/> revised labor agreements.....	_____ _____
<input type="checkbox"/> other.....	_____ _____

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of PVA from Taiwan for delivery after June 30, 2010?

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

<b>Imports from Taiwan</b>		
<b>Date of delivery</b>	<b>Quantity (1,000 pounds)</b>	<b>Value (\$1,000)</b>
Scope PVA		
PVB-grade PVA		
PVA in fiber form		
Low-hydrolysis PVA		

II-4. **Reasons for importing.**--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.

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

II-5a. Please list the quantities of your firm's U.S. imports of the following hydrolysis ranges of scope PVA from Taiwan and from all other countries combined during the specified periods. **Total reported U.S. imports as shown below should equal total U.S. imports reported by your firm in question II-6a and/or II-6c.**

**TAIWAN**

<b>(Quantity in 1,000 pounds)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</b>
Greater than or equal to 97%					
Greater than 85% but less than 97%					
Greater than 80% but less than 85%					
Total					

**ALL OTHER SOURCES COMBINED**

<b>(Quantity in 1,000 pounds)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</b>
Greater than or equal to 97%					
Greater than 85% but less than 97%					
Greater than 80% but less than 85%					
Total					

II-5b. Please list the end-use application(s) for the PVA imported by your firm in 2009 from Taiwan and from all other countries. (If more than one application is listed, please estimate the volume (in 1,000 pounds) and the share of the total imports for each end use). **Total reported U.S. imports as shown below should equal total U.S. imports reported by your firm in question II-6a, II-6b, II-6c, and/or 6d, respectively.**

**TAIWAN**

<b>End-use application</b>	<b>Volume (in 1,000 pounds)</b>	<b>Share (in percent) of 2009 imports</b>
Adhesives		
Building materials		
Emulsion polymerization		
Paper		
Pharmaceuticals		
PVB		
Textile		
Other _____		
Other _____		
Unknown		
Total		



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

**ALL OTHER SOURCES COMBINED**

<b>End-use application</b>	<b>Volume (in 1,000 pounds)</b>	<b>Share (in percent) of 2009 imports</b>
Adhesives		
Building materials		
Emulsion polymerization		
Paper		
Pharmaceuticals		
PVB		
Textile		
Other		
Other		
Unknown		
Total		

II-5c. At any time since January 1, 2007, did your firm import PVA in fiber form?

- No             Yes--Indicate the amounts of your imports of PVA in fiber form.

<b>Source</b>	<b>Quantity (in 1,000 pounds)</b>				
	<b>Calendar years</b>			<b>January-June</b>	
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</b>
Taiwan					
All other countries					
Total					

Please specify the HTSUS subheading under which you imported PVA in fiber form.

- HTSUS subheading 3905.30.00.             Other (specify) \_\_\_\_\_.

II-5d. At any time since January 1, 2007, did your firm import low-hydrolysis PVA?

- No             Yes--Indicate the amounts of your imports of PVA in fiber form.

<b>Source</b>	<b>Quantity (in 1,000 pounds)</b>				
	<b>Calendar years</b>			<b>January-June</b>	
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</b>
Taiwan					
All other countries					
Total					

Please specify the HTSUS subheading under which you imported low-hydrolysis PVA.

- HTSUS subheading 3905.30.00.             Other (specify) \_\_\_\_\_.

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

II-6a. **IMPORTS FROM SUBJECT SOURCES / SCOPE PVA.**—Report your firm’s imports and your firm’s shipments and inventories of scope PVA imported from Taiwan by your firm during the specified periods. (See definitions in the instruction booklet and on page two of this questionnaire.)

**TAIWAN**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</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>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</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 each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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: _____					

Please specify the HTSUS subheading under which you imported scope PVA.

- HTSUS subheading 3905.30.00.                       Other (specify) \_\_\_\_\_.

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

II-6b. **IMPORTS FROM SUBJECT SOURCES / PVB-GRADE PVA.**—Report your firm's imports and your firm's shipments and inventories of PVB-grade PVA imported from Taiwan by your firm during the specified periods. (See definitions in the instruction booklet and on page two of this questionnaire.)

**TAIWAN**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</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>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</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 each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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: _____					

Please specify the HTSUS subheading under which you imported PVB-grade PVA.

- HTSUS subheading 3905.30.00.                       Other (specify) \_\_\_\_\_.

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

II-6c. **IMPORTS FROM NONSUBJECT SOURCES / SCOPE PVA.**—Report your firm’s imports and your firm’s shipments and inventories of scope PVA imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet and on page two of this questionnaire.)

**ALL OTHER SOURCES COMBINED**

Item	Quantity (in 1,000 pounds), value (in \$1,000)				
	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</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>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known:					
_____					
<sup>2</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 each of the periods noted above:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

Please specify the HTSUS subheading under which you imported scope PVA.

- HTSUS subheading 3905.30.00.                       Other (specify) \_\_\_\_\_.

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

II-6d. **IMPORTS FROM NONSUBJECT SOURCES / PVB-GRADE PVA.**—Report your firm's imports and your firm's shipments and inventories of PVB-grade PVA imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet and on page two of this questionnaire.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</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>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</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 each of the periods noted above: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--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: _____					

Please specify the HTSUS subheading under which you imported PVB-grade PVA.

- HTSUS subheading 3905.30.00.                       Other (specify) \_\_\_\_\_.

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

**II-7. COMPARABILITY OF SCOPE PVA AND PVB-GRADE PVA.–**

Please describe the **differences and similarities between scope PVA and PVB-grade PVA** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART III.--PRICING AND RELATED INFORMATION**

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

III-1. **Contact information (price).**--Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_ Name and title

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

**PRICE DATA**

This section requests quarterly selling quantity and value data during January 2007-June 2010 for your firm's U.S. commercial shipments of the following scope PVA products that it imported from Taiwan and from each of its three largest nonsubject country sources and shipped (**in bags**) to U.S. **end users** unrelated to your firm by ownership. *Do NOT include bulk shipments in rail cars.*

*Product 1.--Scope 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.--Scope 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.--Scope 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.--Scope 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.--Scope 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*

Please note that quarterly dollar selling values should be on a f.o.b. U.S. point(s)-of-shipment basis (including those shipped directly from your U.S. port(s)-of-entry and from your U.S. warehouse(s)) and should not include U.S.-inland transportation costs to your end-user customers. For any sales that were on a delivered basis from your firm's U.S. shipping points, deduct from the delivered price all such U.S.-inland freight to your end-user customers and report the resulting effective f.o.b. U.S. sales values (*do not report transactions where you cannot report values, either actual or adjusted, on a f.o.b. basis*). Report the U.S. f.o.b. sales value and quantity data NET of returns, discounts, allowances, and rebates; also deduct any U.S. freight costs to your customers' receiving points that were absorbed by your firm (i.e., not charged to your customers). *See instruction booklet.*

**Note.**--The largest nonsubject supplying countries are based on your firm's total U.S. imports of scope PVA from all nonsubject countries during January 2007-June 2010.

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

III-2a. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for the pricing products<sup>2</sup> imported from Taiwan and sold (in bags) by your firm to end users.

**TAIWAN**

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2007:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2008:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2009:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2010:</b>						
Jan-Mar						
Apr-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(s) of shipment; the latter actual or adjusted.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_



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

III-2a. **Pricing data.--Continued**

**TAIWAN**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</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(s) of shipment; the latter actual or adjusted.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

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

III-2b. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for the pricing products<sup>2</sup> imported from your firm's largest nonsubject country source of scope PVA (indicate below the country name) and sold (in bags) by your firm to end users.

**NONSUBJECT COUNTRY (1):** \_\_\_\_\_

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2007:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2008:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2009:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2010:</b>						
Jan-Mar						
Apr-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(s) of shipment; the latter actual or adjusted.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2b. **Pricing data.--Continued**

**NONSUBJECT COUNTRY (1): \_\_\_\_\_**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</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(s) of shipment; the latter actual or adjusted.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

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

III-2c. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for the pricing products<sup>2</sup> imported from your firm's second-largest nonsubject country source of scope PVA (indicate below the country name) and sold (in bags) by your firm to end users.

**NONSUBJECT COUNTRY (2):** \_\_\_\_\_

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2007:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2008:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2009:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2010:</b>						
Jan-Mar						
Apr-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(s) of shipment; the latter actual or adjusted.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2c. **Pricing data.--Continued**

**NONSUBJECT COUNTRY (2): \_\_\_\_\_**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
<sup>1</sup> Net values ( <i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment; the latter actual or adjusted. <sup>2</sup> Pricing product definitions are provided on the first page of Part III.				
<b>Note.--</b> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 4: _____ Product 5: _____				

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

III-2d. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for the pricing products<sup>2</sup> imported from your firm's third-largest nonsubject country source of scope PVA (indicate below the country name) and sold (in bags) by your firm to end users.

**NONSUBJECT COUNTRY (3):** \_\_\_\_\_

<b>(Quantity in pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2007:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2008:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2009:</b>						
Jan-Mar						
Apr-June						
July-Sept						
Oct.-Dec						
<b>2010:</b>						
Jan-Mar						
Apr-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(s) of shipment; the latter actual or adjusted.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2d. **Pricing data.--Continued**

**NONSUBJECT COUNTRY (3): \_\_\_\_\_**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
<sup>1</sup> Net values ( <i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment; the latter actual or adjusted. <sup>2</sup> Pricing product definitions are provided on the first page of Part III.				
<b>Note.--</b> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 4: _____ Product 5: _____				

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

III-3. **Pricing products.--**

a) **Price fluctuations.--**Please review your firm's reported selling price data for its imported scope PVA from Taiwan and note, by specified product, where there are unusual/sharp price differences among adjacent quarters. Provide an explanation below and identify the periods and product number associated with each such explanation.

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b) **Product composition.--** For each of the products for which your firm reported pricing data for its imported scope PVA from Taiwan in response to question III-2a and for each quarter during January-June 2010, please report the range of selling prices (lowest and highest in dollars per pound) for that quarter and product. In addition, please explain the reason(s) for any price range within a single product category.

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c) **Price aggregation.--** Please discuss below the appropriateness of comparing reported price data for the specified scope PVA products produced domestically, imported from Taiwan, and imported from nonsubject countries based on aggregated country prices for all reporting U.S. producers and all reporting importers (the latter for each country reported).

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

III-4. **Price comparisons among countries.**--Please compare market prices of scope PVA in the United States vis-a-vis prices of scope PVA in Taiwan, and, if known, in individual third-country markets during January 2007-June 2010. Provide the bases for any price comparisons (f.o.b., delivered, etc.), and note the specific information as to price levels, products, time periods, and countries for any price comparisons.

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**Unless otherwise instructed, please answer questions in the rest of Part IV based on your firm's total U.S. sales of its imported scope PVA from Taiwan to all U.S. customers during January 2007-June 2010. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of distributors/end users), by product specifications of the scope PVA that you import from Taiwan, or for any other reasons, please note such differences.**

III-5. **Sales of bagged versus bulk PVA.**--Please report below the total quantities of your firm's U.S. commercial shipments of its scope PVA imported from Taiwan that were in bags and in bulk during 2009.

Bagged (*in 1,000 pounds*): \_\_\_\_\_

Bulk (*in 1,000 pounds*): \_\_\_\_\_

Please indicate whether average f.o.b. selling prices (*in dollars per pound*) for bulk shipments were lower, higher, about the same, or varied in comparison with bagged shipments in 2009.

Lower       Higher       Same       Varied

If different/varied, by what percentage, based on the average price of the bagged shipments, was the average price of the bulk shipments different/varied? Please explain.

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

III-6. **PVA grades/types.**—

a) Please identify below the principal factors considered in determining the grade of scope PVA (e.g., degree of hydrolysis, viscosity, etc.).

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b) Please use the following definitions of standard and specialty scope PVA products in responding to III-6c below:

Standard grades—Products with a hydrolysis level of 85 percent or higher, and a 4 percent solution viscosity of less than 75cP. This includes multi-component blends of products with these characteristics but excludes any copolymer modified products.

Specialty grades—Products with a hydrolysis level lower than 85 percent OR with a 4 percent solution viscosity greater than 75cP OR with any kind of copolymer (either grafted or copolymerized).

c) Please report below the quantities of your firm's U.S. commercial shipments of its scope PVA imported from Taiwan that were standard and specialty products during 2009.

Standard products (*in 1,000 pounds*): \_\_\_\_\_

Specialty products (*in 1,000 pounds*): \_\_\_\_\_

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

III-7. **Announced price changes.**—Please report below the chronology of your firm's announced price changes for U.S. sales of its scope PVA imported from Taiwan during January 2007-June 2010. For each price change (increase or decrease) identify the direction and amount of change, the date of the price change, the extent to which the price change held, and the reason(s) for the price change. *Copy this page as needed to complete your response.*

**Price increase (+)/decrease (-):** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Extent held and reason(s):** \_\_\_\_\_

\_\_\_\_\_

**Price increase (+)/decrease (-):** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Extent held and reason(s):** \_\_\_\_\_

\_\_\_\_\_

**Price increase (+)/decrease (-):** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Extent held and reason(s):** \_\_\_\_\_

\_\_\_\_\_

**Price increase (+)/decrease (-):** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Extent held and reason(s):** \_\_\_\_\_

\_\_\_\_\_

**Price increase (+)/decrease (-):** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Extent held and reason(s):** \_\_\_\_\_

\_\_\_\_\_

**Price increase (+)/decrease (-):** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Extent held and reason(s):** \_\_\_\_\_

\_\_\_\_\_

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

III-8. **Length of sales period.**--Please estimate below the share of your firm's total U.S. commercial shipment quantity during 2009 of its imported scope PVA from Taiwan that was on a (1) long-term basis (multiple deliveries for more than 12 months after the sales agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the sales agreement). The three different sales bases include both oral agreements and written contracts.

<b>Type of sale</b>	<b>Share of 2009 U.S. commercial shipment quantity (percent)</b>
<b>Long-term</b>	_____
<b>Short-term</b>	_____
<b>Spot</b>	_____
<b>TOTAL</b>	<u>100 percent</u>

III-9. **Long-term sales provisions.**--Please answer the following questions with respect to your firm's sales of its imported scope PVA from Taiwan on a typical long-term basis during January 2007-June 2010.

(a) What was the average duration of an agreement/contract? \_\_\_\_\_

(b) Could prices be renegotiated during the agreement/contract period?  Yes  No

(c) Did the agreement/contract fix quantity, price, or both?  Quantity  Price  Both

(d) Did the agreement/contract have a meet-or-release provision?  Yes  No

III-10. **Short-term sales provisions.**--Please answer the following questions with respect to your firm's sales of its imported scope PVA from Taiwan on a typical short-term basis during January 2007-June 2010.

(a) What was the average duration of an agreement/contract? \_\_\_\_\_

(b) Could prices be renegotiated during the agreement/contract period?  Yes  No

(c) Did the agreement/contract fix quantity, price, or both?  Quantity  Price  Both

(d) Did the agreement/contract have a meet-or-release provision?  Yes  No

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

**III-11. Supply contracts.—**

a) Please provide the following information involving your firm's imports of PVA from Taiwan for each of your firm's top four completed U.S. supply contracts that involved at least some delivery during 2010. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA                       PVB-grade PVA      (Check one)

**Customer:** \_\_\_\_\_

**Contract date (or indicate under negotiation (N)):** \_\_\_\_\_

**Contract length and period (beginning and ending dates):** \_\_\_\_\_

**Minimum and maximum quantities (in 1,000 pounds) to be delivered:**

*Minimum quantity* \_\_\_\_\_                      *Maximum quantity* \_\_\_\_\_

**Percentage change in base price of current contract from base price in the preceding contract with this firm (note date of preceding contract):**

*Percentage change* \_\_\_\_\_                      *Date of earlier contract* \_\_\_\_\_

**Price escalator terms:** \_\_\_\_\_

\_\_\_\_\_

**Other principal terms:** \_\_\_\_\_

\_\_\_\_\_

**Customer:** \_\_\_\_\_

**Contract date (or indicate under negotiation (N)):** \_\_\_\_\_

**Contract length and period (beginning and ending dates):** \_\_\_\_\_

**Minimum and maximum quantities (in 1,000 pounds) to be delivered:**

*Minimum quantity* \_\_\_\_\_                      *Maximum quantity* \_\_\_\_\_

**Percentage change in base price of current contract from base price in the preceding contract with this firm (note date of preceding contract):**

*Percentage change* \_\_\_\_\_                      *Date of earlier contract* \_\_\_\_\_

**Price escalator terms:** \_\_\_\_\_

\_\_\_\_\_

**Other principal terms:** \_\_\_\_\_

\_\_\_\_\_

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

III-11. **Supply contracts.**—**Continued**

b) Please provide information about the history and status of each ongoing negotiation that involves your firm's sales of its imported PVA from Taiwan. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA             PVB-grade PVA    (Check one)

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

III-12. **Price setting.**-- How did your firm determine the prices that it charged for sales during January 2007-June 2010 of its imported scope PVA from Taiwan (*check all that apply*)?

- Transaction-by-transaction                       Contracts
- Set price lists (if checked, include a copy of a recent price list)
- Reverse internet auction sales
- Other--Please describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-13. **Discount policy/practice.**-- Please indicate and describe your firm's discount policies/practices (*check all that apply*) involving sales during January 2007-June 2010 of its imported scope PVA from Taiwan; include in your discussion any discounts applied to scope PVA bundled with other products your firm sells (explain below). Please include discounts that your firm offered even though it may not have a stated discount policy. The one exception--do NOT include any payment discounts covered in III-14a.

- Quantity discounts                       Annual total volume discounts                       No discounts
- Other--Please describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-14. **Pricing terms for PVA.**--Report below for your firm's U.S. commercial shipments during January 2007-June 2010 of its imported scope PVA from Taiwan.

- (a) What were your firm's typical sales terms (*e.g.*, 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis were your prices usually quoted? (Check one)  
 F.o.b.--Please specify U.S. shipping point: \_\_\_\_\_                       Delivered

III-15. **Shipping information.**-- Report below for your firm's U.S. commercial shipments during January 2007-June 2010 of its imported scope PVA from Taiwan.

- (a) What was the approximate percentage of the total delivered price that was accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranged the transportation to your customers' locations? (Check one)  
 Your firm                       Purchaser
- (c) What proportion of your sales was delivered within 100 miles of your U.S. shipping point? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

III-16. **Lead times.**--What was your firm's share of its 2009 U.S. commercial shipments of its imported scope PVA from Taiwan from U.S. inventory and produced to order and what was the average lead time between customers' orders and the date of delivery?

<u>Source</u>	<u>Share of U.S. commercial shipments in 2009 (Percent)</u>	<u>Lead time (days)</u>
From U.S. inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

III-17. **Geographical shipments.**—

a) What was the geographic market area in the United States served by your firm's U.S. shipments during January 2007-June 2010 of its imported scope PVA from Taiwan? (Check all that apply)

<b>Geographic area</b>	<b>√ if applicable</b>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

b) What was the geographic market area in the United States served by your firm's U.S. shipments during January 2007-June 2010 of its imported scope PVA from nonsubject countries? (Check all that apply)

<b>Geographic area</b>	<b>√ if applicable</b>
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>



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

III-18. **Product/marketing changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of scope PVA in the United States during January 2007-June 2010?

- No             Yes

If yes, please describe and quantify if possible. Discuss the time periods any such changes occurred, and the impact of any such changes on your firm's U.S. sales prices and quantities of its imported scope PVA from Taiwan.

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III-19. **End uses.**--Based on your firm's U.S. sales during January 2007-June 2010 of its imported PVA from Taiwan, identify the principal direct downstream products associated with such sales and, to the extent possible, report the approximate percentage share of the total cost to produce each downstream product that was accounted for by the subject product. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

- Scope PVA             PVB-grade PVA    (Check one)

<u>Downstream product</u>	<u>Share of total cost (percent)</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-20. **Supply constraints.**--Has your firm refused, declined, or been unable to supply its imported PVA from Taiwan since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

- Scope PVA             PVB-grade PVA    (Check one)

- No             Yes-- Please fill in the table.

Type of supply constraint	When this occurred	Which purchasers were affected by the constraint	Why did the supply constraint occur
1.			
2.			
3.			

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

III-21. **Cyclical/seasonal U.S. demand.**—Was total U.S. demand for PVA subject to any cyclical/seasonal fluctuations, product cycles, or other U.S. conditions of competition distinctive to PVA during January 2007-June 2010? Answer separately for each applicable PVA form and copy this question as needed to complete your response.

Scope PVA             PVB-grade PVA    (Check one)

No             Yes

If yes—

(a) Please check below the type(s) of demand fluctuations and then discuss the nature and timing of these fluctuations during January 2007-June 2010. In addition indicate whether any business cycles result from changes in the overall economy and/or specific downstream sectors.

- Cyclical (longer than one year for complete cycle)
- Seasonal (within one year for complete cycle)
- Product cycle (completed  within one year, or  longer than one year—Check one)
- Other competitive condition(s) (specify \_\_\_\_\_)

Discussion: --In addition, identify, if applicable, peak and lowest demand months in a year.

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(b) Have there been any changes in the business cycles or conditions of competition in specific U.S. sectors using the applicable PVA or for total applicable PVA in the U.S. market since January 1, 2007?

No             Yes-- Please describe.

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(c) Explain how any U.S. cyclical/seasonal/other demand fluctuations affected your firm's selling prices and shipment quantities of its imported applicable PVA from Taiwan to the U.S. market at any time(s) during January 2007-June 2010.

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

**III-22. Demand trends.--**

(a) How did total demand WITHIN the United States for PVA change during January 2007-June 2010? What principal factors affected changes in demand? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA                       PVB-grade PVA      (Check one)

Increased                       No Change                       Decreased                       Fluctuated

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(b) How did demand OUTSIDE the United States (if known) for PVA change during January 2007-June 2010? What principal factors affected changes in demand? If applicable, identify specific foreign countries. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA                       PVB-grade PVA      (Check one)

Increased                       No Change                       Decreased                       Fluctuated

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III-23. **Market studies.**—Please provide as a separate attachment to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss PVA demand and supply (the latter including production capacity and capacity utilization) in (1) the United States, (2) each of the major consuming countries, and (3) the world as a whole. Of particular interest is such data during January 2007-June 2010 and forecasts for the future.

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

**III-24. Substitutes in demand in the U.S. market.—**

*Substitution in demand refers to products that can, based on market price considerations and household-consumer/industrial-user preferences or 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.*

a) Do substitutes for PVA exist in the U.S. market? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA             PVB-grade PVA    (Check one)

No             Yes

If yes, please list in descending order of importance any products, other than the applicable PVA, that may be substituted for the applicable PVA in the U.S. market during January 2007-June 2010. For each possible substitute product, please give examples of applications and end uses involving the substitute and indicate whether changes in the price of the substitute affect the price and/or quantity for the applicable PVA (also estimate the length of any time lag of such an effect).

<b>Substitute product</b>	<b>Description of applications and end uses</b>	<b>Have changes in the prices of this substitute affected the price and/or quantity of the applicable PVA during January 2007-June 2010?</b>
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes—Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes—Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes—Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes—Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes—Please explain. <hr/> <hr/>

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

**III-24. Substitutes in demand in the U.S. market.—Continued**

b) Have there been any changes in the number or types of products that can be substituted for PVA or changes in the relative importance of existing substitutes during January 2007-June 2010? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA             PVB-grade PVA    (Check one)

No             Yes--Please explain.

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

**III-24. Substitutes in demand in the U.S. market.—Continued**

c) Do various grades/types of the applicable PVA substitute for each other in the U.S. market? Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA                       PVB-grade PVA      (Check one)

No                       Yes

If yes, please discuss below the extent to which the applicable PVA products could substitute for each other during January 2007-June 2010. Discuss substitution of the applicable PVA of different hydrolysis, viscosity, and other features and the end use/applications with any such substitution. For each possible substitution discussed, please indicate the extent to which any such substitution actually occurred during January 2007-June 2010.

***Different hydrolysis:***

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***Different viscosities:***

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***Other factor differences (specify):*** \_\_\_\_\_

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

III-26. **Factors other than price.**--Were differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between PVA produced in the United States and imported PVA a significant factor in your firm's U.S. sales of its imported PVA during January 2007-June 2010? 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> Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA                       PVB-grade PVA      (Check one)

Country-pair	Taiwan	China	Germany	Singapore	Other countries <sup>2</sup>
United States					
Taiwan					
China					
Germany					
Singapore					

<sup>1</sup> For each country-pair for which factors other than price *always* or *frequently* were a significant factor in your firm's U.S. sales of its imported applicable PVA during January 2007-June 2010, please identify the advantages or disadvantages imparted by such factors and identify the associated country pair(s):

<sup>2</sup> Identify any "other countries."

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

III-27. **Customer Identification--** Please identify below the names and addresses of your firm's 10 largest U.S. customers during January 2007-June 2010 for its imported PVA from Taiwan (for each customer identify with a D for distributor and EU for enduser). For each such customer, please also provide the name and telephone number of a contact person and provide the share of the quantity of your firm's total U.S. commercial shipments of PVA that each of these customers accounted for in 2009. Answer separately for each applicable PVA form and *copy this question as needed to complete your response.*

Scope PVA             PVB-grade PVA    (Check one)

No.	Customer's name	Customer type (D or EU)	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2009 commercial shipments (%)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						