PURCHASERS' QUESTIONNAIRE SACCHARIN FROM CHINA

This questionnaire must be received by the Commission by no later than Februray 5, 2009

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 review investigation concerning saccharin from China (inv. No. 731-TA-1013 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from

Ioana Mic (202-205-3196).

Audicss				
City		Sta	ıte	Zip code
World W	ide Web address			
	irm purchased saccharin (as de ince January 1, 2003?	fined in the instruction be	ooklet) fro	om <u>any</u> source (domestic or foreign) a
□ NO	(Sign the certification below and	d promptly return only this	page of the	e questionnaire to the Commission)
☐ YES	(Read the instruction booklet ca questionnaire to the Commission			
ief and under	stand that the information sub	omitted is subject to audi	t and verij	•
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PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1.	(a) Please report below the a the reply to this questionnais	_		firm of preparing dollars					
I-1.	(b) We are interested in any or the clarity of specific que the above address.								
I-2.	instruction booklet for repor	Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.							
I-3.	Is your firm owned, in whol	Is your firm owned, in whole or in part, by any other firm?							
	☐ No ☐ YesList the following information.								
	<u>Firm name</u>	Address	Extent of own	ership					

PART I.--GENERAL QUESTIONS - Continued

Firm name Address Affiliation Does your firm have any related firms, either domestic or foreign, which are engaged in production of saccharin? No YesList the following information. Firm name Address Affiliation In Part III of this questionnaire we request a copy of your company's business plan. Docompany or any related firm have a business plan or any internal documents that describe	□ No □ Y	as I jet the following information	n						
Does your firm have any related firms, either domestic or foreign, which are engaged in production of saccharin? No YesList the following information. Firm name Address Affiliation In Part III of this questionnaire we request a copy of your company's business plan. Docompany or any related firm have a business plan or any internal documents that describor analyze expected future market conditions for saccharin? No YesPlease provide the requested documents. If you are not provide		esList the following information	II.						
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No YesList the following information. Firm name Address Affiliation			or foreign, which are engaged in						
Address Affiliation In Part III of this questionnaire we request a copy of your company's business plan. Documents or any related firm have a business plan or any internal documents that describer analyze expected future market conditions for saccharin? No YesPlease provide the requested documents. If you are not provide	<u>_</u>		n						
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☐ No ☐ YesPlease provide the requested documents. If you are not provide	ompany or any related firm have a business plan or any internal documents that describe,								
		or analyze expected future market conditions for saccharin?							
requested documents, please explain why not.	company or any relate								
	company or any relate or analyze expected fo	esPlease provide the requested of	•						
	company or any relate or analyze expected fo	esPlease provide the requested of	•						

PART. II--PURCHASES

Further information on this questionnaire can be obtained from **Ioana Mic** (202-205-3196, ioana.mic@usitc.gov).

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of saccharin. Report based on delivery date, not order date.

Quantity (1,000 pounds), value (in \$1,000)										
ltem	2003	2004	2005	2006	2007	2008				
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES										
Quantity ¹										
Value										
PURCHASES OF PRODUCT PRO	DUCED IN CHI	NA								
Quantity ¹										
Value										
PURCHASES OF PRODUCT PRO	DUCED IN ALL	OTHER CO	OUNTRIES ²							
Quantity ¹										
Value										
¹ If reporting quantities in any other ² Please name these other countries		"1,000 pour	nds," please s	pecify here:						

II-2. If the relative levels of your firm's purchases of saccharin from different sources (both domestic and foreign) have changed since 2003 (the year the antidumping duty order under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/Decrease	Reason

3.	(a)	Did your firm purchase saccharin from China before 2003?						
		☐ No skip to (c) ☐ Yes						
	(b)	If yes, has your pattern of purchasing saccharin from China changed since 2003?						
		☐ No, our pattern of purchasing is essentially unchanged.						
		Yes, we discontinued purchases from China because of the order.						
		Yes, we reduced purchases from China because of the order.						
		Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).						
	(c)	Has your pattern of purchasing saccharin from nonsubject foreign sources changed since 2003 (please check all that apply).						
	(c)							
	(c)	2003 (please check all that apply).						
	(c)	2003 (please check all that apply). We did not purchase from nonsubject foreign sources before or after the order.						
	(c)	2003 (please check all that apply). ☐ We did not purchase from nonsubject foreign sources before or after the order. ☐ No, our pattern of purchasing is essentially unchanged.						
	(c)	2003 (please check all that apply). We did not purchase from nonsubject foreign sources before or after the order. No, our pattern of purchasing is essentially unchanged. Yes, we increased purchases from nonsubject countries because of the order. Yes, but we changed our pattern of purchases from nonsubject countries for reasons						

III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1.	Which of the following be noting the specific end use		n as a purchas	ser of saccharin (check all that ap	ply,
	END USER ()
	DISTRIBUTOR ()
	Other ()
III-2	(a) If your firm is a distrib which you sell saccharin?	utor or reseller of sac	echarin, what	are the major types of consumers	to
	(b) Do you compete for sa you purchase saccharin?	les to your customer	s with the mar	nufacturers or importers from wh	ich
III-3.	products for which your fi	rm purchases saccha	rin as a compo	ity of saccharin consumed, the to onent part or input. Please indica in (and NOTE: this percentage sh	ite
	Product you produce		Percent of	cost accounted for by saccharin	
	1		1		
	2		2		
	3		3		
III-4.	(a) If your firm is an end incorporating saccharin			for your firm's final products	
	Increased	Uncha	nged	Decreased	
	(b) Has this had any effect	et on your firm's den	nand for sacch	narin?	

Have th	nere been a	any change	es in the end	uses of sac	charin sin	ice 2003?			
N	No [Yes	-Discuss the	changes, no	oting the t	time perio	d in whic	h they occ	urred.
Do you	anticipate	e any chang	ges in terms	of the end u	uses of sa	ccharin ir	the futur	e?	
_	No [Yes	Please descr nptions, alor orting docum	ribe and ide	entify the elevant p	time peri	od. Provi	de any un	
(a) Ca	an other pr	oducts be	substituted fo	or saccharii	n?				
☐ No	[YesPl	ease list thes	se substitute	e products	s in order	of import	ance.	
(1)			_(2)			_(3)			
	For each po which they		estitute produ tutes.	ıct, please ş	give exan	nples of a	pplication	as and end	uses for
(c) F	Have chang	ges in the p	orices of thes	e products	affected t	he price f	or saccha	rin?	
□ N	10 [Yes	Please expla	iin.					
	here been rin since 20		ges in the n	number or	types of	products	that can	be substit	uted for
□ N	No [Yes	-Please expla	iin.					

III-9.	Do you anticipate any changes in terms of the substitutability of other products for saccharin in the future?									
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.									
III-10	How has demand within the United States for saccharin changed since 2003?									
111 10.	☐ Increased ☐ Unchanged ☐ Decreased									
	Other (describe) What were the principal factors affecting changes in demand?									
	How has demand <u>outside</u> the United States for saccharin changed since 2003?									
	☐ Increased ☐ Unchanged ☐ Decreased ☐ Other (describe) _									
	What were the principal factors affecting changes in demand?									
III-11.	Do you anticipate any future changes in saccharin demand in the United States and, if known, the rest of the world?									
	No YesPlease 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.									
III-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss saccharin demand and/or factors affecting saccharin demand in the (1) United States, (2) each of the major producing/ consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an									

annual basis from 2003 to the present and forecasts of these demand data.

III-13.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or price of raw materials, 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.Sproduced saccharin in the U.S. market since 2003?									
		No YesPlease 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.								
III-14.		uying a product that is produced in the United States an important factor in your firm's hases of saccharin (please check ALL that apply)?								
		No								
		YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of saccharin.								
		YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of saccharin.								
		YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of saccharin.								
III-15.	(a)	Is the saccharin market subject to business cycles or conditions of competition distinctive to								
	()	saccharin?								
		No YesPlease explain and provide estimates of the duration of any such cycle.								
	(b)	Has the emergence of new markets for saccharin since 2003 affected the business cycles or conditions of competition distinctive to saccharin?								
		No YesPlease explain any such changes.								

	Does vour firm an	d to the	extent that	von k	now do vo	our cust	omers make nu	rchasir	ng decision		
17.	Does your firm, and to the extent that you know, do your customers make purchasing decisio involving saccharin based on the producer of the saccharin you purchase?										
	Your firm:		Always		Usually		Sometimes		Never		
	Your customers:		Always		Usually		Sometimes		Never		
	If at least sometime why this information			w you	r firm or yo	our cust	omers determin	e the p	roducer an		
	Your firm:										
-18.	Does your firm, and to the extent that you know, do your customers make purchasing decision involving saccharin based on the country of origin of the saccharin you purchase?										
	Your firm:		Always		Usually		Sometimes		Never		
	Your customers:		Always		Usually		Sometimes		Never		
			discuss how	v your	firm or you	r custoi	ners determine	the sou	rce and wh		
	If at least sometime this information is										

PART	III	MARKE	T CHA	ARACTER	ISTIC	S AND PU	RCHA	SING PRAC	CTICES-	-Continued	
III-19.	(a)	How fr	equent	ly do you n	nake pu	ırchases?					
		Daily		Weekly		Monthly		Quarterly		Annually	
		Other (spe	cify) _								
	(b)	Do you	expect	this purcha	asing pa	attern to cha	nge in	the next two	years?		
		No		YesHov	v and w	vhy do you	expect	these changes	s to occur	?	
****			1.		.,	1 . 6					
111-20.	How	many su	ppliers	do you ger	nerally (contact before	ore mak	ting a purchas	se?		
III-21.	(a)	(a) Do purchases of saccharin usually involve negotiations between supplier and purchaser?									
		No			er pur	chasers ger				e, please commen es as part of the	
	(b)			tend to var			n a giv	en supplier wi	ithin a spe	ecified time perioo	
		No		YesSpe	cify the	e time perio	d.				
III-22.	Have	e you cha	nged sı	appliers in t	the last	5 years?					
		No		added or	droppe	• •	lier. A	Also give the		ether the firm was or the change and	
	_										

III-23.	(a)	Are you in the la		of any new suppliers, either foreign or domestic, that have entered the market ars?
		No		YesPlease identify the firms and indicate how you became aware of them.
	(b)	Do you	expect	new saccharin suppliers to enter the market in the future?
		No		YesPlease provide details, noting the specific future time period in your response.
III-24.				suppliers to become certified or prequalified with respect to the quality,
	chen	nıstry, str No	ength, c	or other performance characteristic of the saccharin they sell to your firm? Yespercent of purchases in 2008
	Pleas	se provid	le a gei	neral description of the certification or qualification process and the time
III-25.		uct, relia		factors that you consider when qualifying a new supplier (e.g., quality of f supplier, etc.) and estimate the time it takes to certify or qualify a new
III-26.			•	y domestic or foreign producers failed in their attempts to certify or qualify your firm or have any producers lost their approved status?
		No		YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
		·		

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for saccharin.

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

III-27.	(b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase saccharin for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).						
	1						
	2						
	3						
	Other factors or comments:						
III-28.	What characteristics does your firm consider when determining the quality of saccharin?						
III-29.	How often does your firm purchase the saccharin that is offered at the lowest price?						
	☐ Always ☐ Usually ☐ Sometimes ☐ Never.						
III-30.	Please list the names of any firms you considered price leaders in the saccharin market since 2003. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.						
III-31.	Please describe how the above firm(s) exhibited price leadership.						
III-32.	How frequently does the price of the saccharin you are purchasing change?						

III-33.	Does	s your firm	n purch	nase saccharin over the internet?					
		No		YesPlease describe, noting the estimated percentage of your firm's total purchases of saccharin in 2008 accounted for by internet purchases.					
III-34.	(a)	a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. saccharin industry since 2003 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.							
	(b)	anticipa covered	te in the	iscuss fully, to the extent possible, any improvements/changes that you e future in the U.S. saccharin industry. Identify the specific future time period ir response, and discuss the factors that you believe would be responsible for nent/change.					
III-35.	What do you think will be the likely effects of any revocation of the antidumping duty order for imports of saccharin from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.								
	(1) A	(1) Activities of your firm:							
	(2) E	Entire U.S	. marke	et:					

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED PRODUCT--Continued

IV-1.	 Please indicate the countries of origin for saccharin for which your firm has actual marketing/pric knowledge. 							
	United States							
China								
	Other countries (Plea	ase specify)				
IV-2.	physically be used in the products from a specific are <i>frequently</i> interchang	e same applications)? Pled country-pair are <i>always</i> geable, "S" to indicate that the sets are <i>never</i> interchange	at the products are someti					
	Country-pair	United States	China	Other countries				
	United States							
	China							
	The formula of the factors of the f							

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED PRODUCT--Continued

IV-3.	Do you or your customers ever specifically order saccharin from one country in particular over other possible sources of supply?						
	□ No	YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why saccharin from these countries is preferred over product from other countries (please note the specific product in your response).					
IV-4.	Are certain grades/types/sizes of saccharin available from only a single source (domestic or foreign, including both subject and nonsubject countries)?						
	□ No	YesPlease identify the source and the grade/type/size.					
IV-5.	source at a lower p the United States a	accharin from one source although a comparable product was available from another price, please explain your reasons for doing so (please specify by country, including and both subject and nonsubject foreign countries). Possibilities might include teristics such as length of time to fill orders, minimum order size, reliability of					

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED PRODUCT -- Continued

IV-6. For the factors listed below, please rate how saccharin produced in each country you identified in your response to the first question in Part IV compares with saccharin produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

<u>Electronic submissions</u>: For <u>each</u> country comparison manually <u>copy</u> and <u>paste IV-6 in a new</u> <u>page</u> in this document as necessary. (At the end of IV-6, insert a page break (Menu: Insert-Break-Page break), copy IV-6 and paste in the new page.)

	compared to					
(specify country)		(specify co	untry)			
	SUPERIOR	COMPARABLE	INFERIOR			
Availability						
Delivery terms						
Delivery time						
Discounts offered						
Extension of credit						
Lower price ¹						
Lower U.S. transportation costs ¹						
Minimum quantity requirements						
Packaging						
Product consistency						
Product range						
Quality meets industry standards						
Quality exceeds industry standards						
Reliability of supply						
Technical support/service						
Other (specify)						
¹ A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower						

prices/U.S. transportation costs than the second country.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S. PRODUCED PRODUCT--Continued

IV-7.	(a)	How often does domestically produced saccharin meet minimum quality specifications for your uses or your customers' uses?							
		☐ Always ☐ Usually		ually	☐ Sometimes ☐ Rare		arely or never		
	(b)	How often does in or your customers'	•	ported subject saccharin meet minimum uses?			quality specifications for your uses		
		Always	Us Us	ually	Someti	mes R	arely or never		
	(c)	How often does in uses or your custon			t saccharin meet minimum quality specifications for your				
	Cour	ntry		Always	☐ Usually	Sometimes	Rarely or never		
	Cour	ntry	_ 🗆	Always	☐ Usually	Sometimes	Rarely or never		
	Cour	ntry	_ 🗆	Always	Usually	Sometimes	Rarely or never		
IV-8.	saccharin changed more of No change in price Prices have change		or less the	nan the prio	ce of imported	saccharin from Cl	•		
		the price of U.Sprice of U.Sproduce			•	lative to the price	of saccharin from China,		
		Higher Lower							

Part V--SUPPLIER IDENTIFICATION

Please identify below the names and addresses of your firm's five largest suppliers for saccharin during 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of saccharin that each of these customers accounted for in 2008.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 purchases (%)
1					
2					
3					
4					
5					