

U.S. PURCHASERS' QUESTIONNAIRE

PURIFIED CARBOXYMETHYLCELLULOSE

This questionnaire must be received by the Commission by no later than December 3, 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 review of the antidumping duty order concerning purified carboxymethylcellulose (purified CMC) from Finland, Mexico, Netherlands, and Sweden (invs. Nos. 731-TA-1084-1087 (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 Clark Workman (202-205-3248, clark.workman@usitc.gov).**

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|--|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased purified purified CMC (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p> |
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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 these reviews in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

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

| | | |
|---|--|--------------------------------|
| _____ <i>Name of Authorized Official</i> | _____ <i>Title of Authorized Official</i> | _____ <i>Date</i> |
| _____ <i>Signature</i> | _____ <i>Phone: ()</i> | _____ <i>E-mail address</i> |
| | _____ <i>Fax ()</i> | |

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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 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>Extent of ownership</u> |
|------------------|----------------|----------------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing purified CMC from Finland, Mexico, Netherlands, and/or Sweden into the United States or which are engaged in exporting purified CMC from Finland, Mexico, Netherlands, and/or Sweden to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing purified CMC from countries other than Finland, Mexico, Netherlands, and Sweden into the United States or which are engaged in exporting purified CMC from countries other than Finland, Mexico, Netherlands, and Sweden to the United States?

No Yes--List the following information.

| <u>Firm name and country</u> | <u>Address</u> | <u>Affiliation</u> |
|------------------------------|----------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of purified CMC?

No Yes--List the following information.

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

I-7. **Business plan.**--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 market conditions for purified CMC?

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

PART II.--PURCHASES

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

| Item | Quantity (<i>in pounds</i>) and value (<i>in \$1,000</i>) | | | | | |
|---|---|------|------|------|------|------------------------|
| | 2005 | 2006 | 2007 | 2008 | 2009 | January-September 2010 |
| Purchases of purified CMC produced in-- | | | | | | |
| The United States: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| Finland: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| Mexico: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| The Netherlands: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| Sweden: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| All other countries:¹ | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| ¹ Please identify these countries: _____ | | | | | | |
| _____ | | | | | | |

PART II.--PURCHASES--Continued

II-2. Purchases before and after order.--

(a) Did your firm purchase purified CMC from Finland, Mexico, Netherlands, and Sweden before 2005?

No--skip to (c) Yes -- Finland Mexico Netherlands Sweden

(b) If yes, has your pattern of purchasing purified CMC from Finland, Mexico, Netherlands, and Sweden changed since 2005?

- No, our pattern of purchasing is essentially unchanged.
 - Yes, we discontinued purchases from Finland, Mexico, Netherlands, Sweden because of the order.
 - Yes, we reduced purchases from Finland, Mexico, Netherlands, Sweden because of the order.
 - Yes, but we changed the pattern of purchases from Finland, Mexico, Netherlands, Sweden for reasons other than the order (please explain below).
-
-

(c) Has your pattern of purchasing purified CMC from nonsubject foreign sources (i.e., countries other than Finland, Mexico, Netherlands, and Sweden) changed since 2005.

- 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 other than the order (please explain below).
-
-

PART II.--PURCHASES--Continued

II-3. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of purified CMC from different sources (both domestic and foreign) have changed since 2005 (the year the antidumping duty orders under review became effective).

| Source of purchases | Trend | Explanation for trend |
|----------------------------|--|------------------------------|
| The United States | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Finland | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Mexico | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Netherlands | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Sweden | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| All other countries | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |

PART II.--PURCHASES--Continued

II-4. **Purchases from one country only**.--If your firm has purchased purified CMC from only one country, please explain the reasons for doing so.

II-5. **Supplier identification**.--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for purified CMC since 2005. 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 purified CMC that each of these customers accounted for in 2009.

| No. | Supplier's name | Street address (<u>not</u> P.O. box), city, state, and zip code | Contact person | Telephone number and e-mail address | Share of 2009 purchases (%) |
|-----|-----------------|--|----------------|-------------------------------------|-----------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Firm type.--

(a) Which of the following best describes your firm as a purchaser of purified CMC (check all that apply)?

- Distributor/reseller
- Blender
- End user (other than a blender) that uses purified CMC to produce a downstream product for its own use or for subsequent sale
- Other (Describe: _____)

(b) Please identify, if known, the following types of end uses for the purified CMC that you sold (if a distributor) or purchased as a blender/end user (check all that apply).

- Food
- Oilfield
- Paper/board
- Personal care/pharmaceuticals
- Other (Describe: _____)

III-2. Competition for sales.--If you are a distributor or reseller of purified CMC, do you compete for sales to your customers with the manufacturers or importers from which you purchase purified CMC?

- No
- Yes--Please describe

III-3. Types of customers.--If your firm is a distributor or reseller of purified CMC, what are the major types of consumers to which you sell purified CMC?

III-4. End uses.--If your firm is an end user of purified CMC, list the top 3 products for which your firm purchases purified CMC as an input, and the percentage of the total cost of the end use product that is accounted for by purified CMC and by other inputs.

| Product(s) you produce | Share of cost of this product accounted for by | | Total |
|------------------------|--|------------------------|-------|
| | Purified CMC (percent) | Other inputs (percent) | |
| 1. | | | 100% |
| 2. | | | 100% |
| 3. | | | 100% |

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

III-5. Demand for end use products.--

(a) If your firm is an end user of purified CMC, has the demand for your firm's final products incorporating purified CMC changed since 2005?

Increased Decreased Fluctuated No change

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

No Yes--Please describe.

III-6. Changes in end uses.--Have there been any changes in the end uses of purified CMC since 2005?

No Yes--Please describe.

III-7. Anticipated changes in end uses.--Do you anticipate any future changes in the end uses of purified CMC?

No Yes--Please describe.

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

III-8. Substitutes in demand in the U.S. market for the subject purified CMC.—

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 (e.g., crude/unrefined CMC, CMC FPS, cross-linked purified CMC, other hydrocolloids, etc.) for purified CMC exist in the U.S. market?

No Yes

If yes, please list in descending order of importance any products, other than the subject purified CMC, that may be substituted for purified CMC in the U.S. market during January 2005-September 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 of purified CMC (also estimate the length of any time lag of such an effect).

| Substitute product | Description of applications and end uses | Have changes in the prices of this substitute affected the price and/or quantity of purified CMC during January 2005-September 2010? |
|---------------------------|---|---|
| 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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-8. Substitutes in demand in the U.S. market for the purified CMC.—Continued

b) Have there been any changes in the number or types of products that can be substituted for purified CMC or changes in the relative importance/mix of existing substitutes during January 2005-September 2010?

No Yes--Please explain.

c) Do you anticipate any changes in the number or types of products that can be substituted for purified CMC or changes in the relative importance/mix of existing substitutes 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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Substitutes in demand in the U.S. market among types/grades of purified CMC.--

a) Do various types/grades of purified CMC substitute for each other in the U.S. market?

- No Yes

If yes, please discuss below the extent to which purified CMC products could substitute for each other during January 2005-SeptemberJune 2010 and identify the end uses in which this substitution could occur. For each possible substitution discussed, please indicate the extent to which any such substitution actually occurred during January 2005-September 2010.

b) Do you anticipate any changes in the number or types of purified CMC products that can be substituted for each other or changes in the relative importance/mix of existing substitutes 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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-10. Demand trends.--

- (a) How has the demand within the United States for purified CMC changed since 2005? What principal factors affect changes in demand?

Increased Decreased Fluctuated No change

- (b) How has the demand outside the United States for purified CMC changed since 2005? What principal factors affect changes in demand?

Increased Decreased Fluctuated No change

III-11. Anticipated demand trends.--

- (a) How do you anticipate demand will change within the United States for purified CMC in the future? What principal factors that will affect these changes in demand?

Increase Decrease Fluctuate No change

- (b) How do you anticipate demand will change outside the United States for purified CMC to in the future? What principal factors that will affect these changes in demand?

Increase Decrease Fluctuate No change

- III-12. **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 purified CMC supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Finland, Mexico, the Netherlands, and Sweden, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

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

III-13. **Changes in factors affecting supply.**--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 purified CMC in the U.S. market since 2005?

- 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.

III-14. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of purified CMC (check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all our purchases of purified CMC.
- Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves ____ percent of all our purchases of purified CMC.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all our purchases of purified CMC.

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

III-15. **Cyclical/seasonal U.S. demand.**—Was total U.S. demand for purified CMC subject to any cyclical/seasonal fluctuations, product cycles, or other U.S. conditions of competition distinctive to purified CMC during January 2005-September 2010?

- No--skip to the next question 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 2005-September 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.

(b) Have there been any changes in the business cycles or conditions of competition in specific U.S. sectors using purified CMC or for total purified CMC in the U.S. market since January 2005?

- No Yes-- Please describe.

(c) Explain how any U.S. cyclical/seasonal/other demand fluctuations affected your firm's purchase prices and quantities of purified CMC in the U.S. market at any time(s) during January 2005-September 2010.

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

III-16. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving purified CMC based on the producer of the purified CMC you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-17. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving purified CMC based on the country of origin of the purified CMC you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

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

III-18. Purchasing frequency.--

(a) How frequently do you make purchases?

- Daily Weekly Monthly Quarterly Annually
 Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-19. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? _____ firms

III-20. Supplier negotiations.--

(a) Do purchases of purified CMC usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

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

III-21. **Change in suppliers.**--Have you changed suppliers since 2005?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-22. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No Yes--Please identify the firms and indicate how you became aware of them.

(b) Do you expect new purified CMC suppliers to enter the U.S. market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-23. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell purified CMC to your firm?

- No Yes-- _____ percent of value of purchases in 2009 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(c) How long does it take to qualify a new supplier? _____ days.

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

III-24. **Failure to certify.**--Since 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their purified CMC 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.

III-25. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for purified CMC.

| | Very important | Somewhat important | Not important |
|--------------------------------------|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards.... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

III-26. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase purified CMC for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-27. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of purified CMC?

III-28. **Frequency of decisions based on price.**--How often does your firm purchase the purified CMC that is offered at the lowest price?

- Always Usually Sometimes Never

III-29. **Price leaders.**—(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). Please list the names of any firms you considered price leaders in the purified CMC market since 2005, 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.

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

III-30. Changes in U.S. industry.--

- (a) Please identify and discuss any improvements/changes in the U.S. purified CMC industry since 2005 and explain the factors, including the orders under review, that were responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. purified CMC industry. Identify the time period and causes for these improvements/changes.

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

III-31. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty orders for imports of purified CMC from Finland, Mexico, the Netherlands, and Sweden? 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) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.-- PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for purified CMC for which your firm has actual marketing/pricing knowledge.

- United States
 Finland
 Mexico
 Netherlands
 Sweden
 Other countries (Please specify _____)

IV-2. **Interchangeability by country-pair.**--Is purified CMC produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

| Country-pair | Finland | Mexico | Netherlands | Sweden | Other countries |
|---------------|---------|--------|-------------|--------|-----------------|
| United States | | | | | |
| Finland | | | | | |
| Mexico | | | | | |
| Netherlands | | | | | |
| Sweden | | | | | |

¹ For any country-pair producing purified CMC which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV.-- PRODUCT COMPARISONS--Continued

IV-3. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between purified CMC produced in the United States and in other countries a significant factor in your firm's purchases of the products? 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.¹

| Country-pair | Finland | Mexico | Netherlands | Sweden | Other countries |
|--|---------|--------|-------------|--------|-----------------|
| United States | | | | | |
| Finland | | | | | |
| Mexico | | | | | |
| Netherlands | | | | | |
| Sweden | | | | | |
| ¹ For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of purified CMC, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> | | | | | |

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of purified CMC available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No Yes--Please identify the source and the grade/type/size.

IV-5. **Choice of product not based on price.**--If you purchased purified CMC from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, *etc.*

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how purified CMC produced in each country you identified in your response to the first question in Part IV compares with purified CMC produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

| | <u>product from United States</u> compared to product from | | | <u>product from</u> compared to product from | | | <u>product from</u> compared to product from | | |
|--|---|--------------------------|--------------------------|---|--------------------------|--------------------------|---|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Quality | | | | | | | | | |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | | | | | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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.-- PRODUCT COMPARISONS--Continued

IV-7. Minimum quality--

(a) How often does domestically produced purified CMC meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

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

| Source | Always | Usually | Sometimes | Rarely or never |
|-------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Finland | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Mexico | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Netherlands | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Sweden | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

(c) How often does imported nonsubject purified CMC (*i.e.*, purified CMC from countries other than Finland, Mexico, Netherlands, and Sweden) meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never |
|--------|--------------------------|--------------------------|--------------------------|--------------------------|
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART IV.-- PRODUCT COMPARISONS--Continued

IV-8. **Change in price.--**

(a) Since 2005, has there been a change in the price of purified CMC? If so, has the price of U.S.-produced purified CMC changed more or less than the price of imported purified CMC from Finland, Mexico, Netherlands, and Sweden?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced purified CMC has changed relative to the price of purified CMC from Finland
- Price of U.S.-produced purified CMC has changed relative to the price of purified CMC from Mexico
- Price of U.S.-produced purified CMC has changed relative to the price of purified CMC from Netherlands
- Price of U.S.-produced purified CMC has changed relative to the price of purified CMC from Sweden

(b) If the price of U.S.-produced purified CMC has changed relative to the price of purified CMC from Finland, Mexico, Netherlands, and Sweden, the price of U.S.-produced purified CMC is now relatively

- | | |
|---------------------------------|--|
| <input type="checkbox"/> Higher | <input type="checkbox"/> Lower - than purified CMC from <u>Finland</u> |
| <input type="checkbox"/> Higher | <input type="checkbox"/> Lower - than purified CMC from <u>Mexico</u> |
| <input type="checkbox"/> Higher | <input type="checkbox"/> Lower - than purified CMC from <u>Netherlands</u> |
| <input type="checkbox"/> Higher | <input type="checkbox"/> Lower - than purified CMC from <u>Sweden</u> |