

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

XANTHAN GUM FROM AUSTRIA AND CHINA

This questionnaire must be received by the Commission by no later than March 26, 2013

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning xanthan gum from Austria and China (inv. Nos. 731-TA-1202-03 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported xanthan gum (as defined in the instruction booklet) at any time since January 1, 2010?

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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 proceedings 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 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.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone: _____

Fax: _____

Email address

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 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-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. **U.S. importers.**--Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's xanthan gum in 2012.

Importer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of your 2012 exports (%)
1				Street Address City ' State Zip Code	
2				Street Address City ' State Zip Code	
3				Street Address City ' State Zip Code	
4				Street Address City ' State Zip Code	
5				Street Address City ' State Zip Code	

PART I.--GENERAL INFORMATION--Continued

I-4. **Related U.S. producers.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce xanthan gum in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact **Cynthia Trainor, 202-205-3354 (cynthia.trainor.usitc.gov)** for copies of that questionnaire).

I-5. **Related U.S. importers.**--Does your firm or any related firm import or have any plans to import xanthan gum into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact **Cynthia Trainor, 202-205-3354 (cynthia.trainor@usitc.gov)** for copies of that questionnaire).

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Cynthia Trainor (202-205-3354, cynthia.trainor@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name and title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of xanthan gum since January 1, 2010.

<i>(check as many as appropriate)</i>	<i>(please describe and provide date of change)</i>
<input type="checkbox"/> plant openings	_____

<input type="checkbox"/> plant 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 (<i>e.g.</i> , technology)	_____

<input type="checkbox"/> development of new xanthan gum products.....	_____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of xanthan gum in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce xanthan gum (in 1,000 pounds) for 2013 and 2014.**

II-4. **Same equipment, machinery, and workers.**--Has your firm since 2010 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of xanthan gum?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and xanthan gum in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
Xanthan gum	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in 1,000 pounds)			
Item	2010	2011	2012
Overall Production Capacity			
Production of: Xanthan gum			
Other product 1: _____			
Other product 2: _____			

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

II-5. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your production capacity.

II-6. **Production shifting.**--Is your firm able to switch production between xanthan gum and other products in response to a relative change in the price of xanthan gum vis-a-vis the price of other products, using the same equipment and labor?

No Yes---Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from xanthan gum.

II-7. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of xanthan gum? _____ percent

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

II-8. **Inventories in the United States.**--Has your firm, since 2010, maintained any inventories of xanthan gum in the United States (not including inventories held by firms identified in question I-3)?

- No Yes--Report the quantity of such end-of-period inventories below.

(Quantity in 1,000 pounds)			
Item	2010	2011	2012
Inventory			

II-9. **Third country trade actions.**--Is the xanthan gum exported by your firm subject to antidumping findings, remedies, or proceedings?

- No Yes--List the products(s), countries affected, and the date of such findings/remedies/proceedings.

Product	Country	Date
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

II-10a. Report your firm's production capacity, production, shipments, and inventories related to the production of xanthan gum in your establishment(s) in Austria during the specified periods. (See definitions in the instruction booklet.)

AUSTRIA

Quantity (in 1,000 pounds)					
Item	Actual experience			Projections ¹	
	2010	2011	2012	2013	2014
Average production capacity ² (A)					
Beginning-of-period inventories ³ (B)					
Production ⁴ (C)					
Home market shipments:					
Internal consumption/transfers (D)					
Commercial shipments (E)					
Exports to the United States ⁵ (F)					
Exports to all other markets ⁶ (G)					
Total exports (H) (should equal F+G)					
Total shipments (I) (should equal D+E+F+G)					
End-of-period inventories (J)					

¹ Please explain the basis for your projections.

² The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.

³ Reconciliation of data.—The data should reconcile as follows: **B + C - I = J**. Do these data reconcile? Yes No

Also, end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (i.e., line J of year 2010 should equal line B of year 2011). Do these data reconcile? Yes No

If your data do not reconcile, please explain: _____

⁴ Please estimate the percentage of total production of xanthan gum in Austria accounted for by your firm's production in 2012. ____ percent

⁵ Please estimate the percentage of total exports to the United States of xanthan gum from Austria accounted for by your firm's exports in 2012. ____ percent

⁶ Identify principal other export markets. _____

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

Definitions for home market shipment and exports to the United States shipment end use application tables (II-10b and II-10c) are:

1. **Food & beverage**
2. **Pharmaceutical applications**
3. **Consumer applications**
4. **Industrial applications**
5. **Oilfield applications**

Xanthan gum provides multiple forms of utility. Applications may benefit from xanthan gum's ability to suspend and stabilize dispersions of solids, immiscible fluids, and gases in aqueous systems. Practically speaking, this would include solids in drilling fluids, immiscible fluids such as oils in personal care products and salad dressings, and gases in fire-fighting foams. Xanthan gum also provides lubricity, reducing friction in oilfield drilling applications as well as providing a particular type of skin feel to lotions and cosmetics.

Food & beverage applications include products approved for use in food and beverage systems. Xanthan gum is used in condiments (e.g., relish salad dressing, sauces), beverages (e.g., diet, low sugar, energy, or instant powder drinks), syrups, baked goods, frozen meals, prepared foods, bakery products, such as frozen dough, muffins, and gluten-free products. "Approved" refers to definitions and requirements as put forth by multiple regulatory bodies as well as definitive and compendia standards, including:

1. Food Chemicals Codex (FCC)
2. Canadian Food and Drug Law
3. JECFA
4. Japan's Specifications and Standards for Food Additives

These bodies and standards manifest requirements in terms of:

1. Microbiological plate counts
2. Organism types
3. Heavy metal levels
4. Isopropyl Alcohol (IPA) and Ethanol residual levels
5. Basic requirements around color and appearance
6. Consistent and Characterized viscosity

Pharmaceutical end use applications include products such as antibiotics such as amoxicillin. These products are designed to meet higher level purity standards as set forth in USP and NF monographs, and international bodies such as the Japanese Pharmaceutical Excipients, and European Pharmacopeia.

Consumer end use applications include products intended for use in oral care (e.g., toothpaste), personal care (e.g., suncare lotions and sprays).

Industrial applications include agricultural chemicals (e.g., sprayed onto leaves), fabric (e.g., stain removal), home care (e.g., toilet bowl, surface, and oven cleaners), paints and coatings (e.g., pigment suspension), and textiles. These products are regulated under the Toxic Substances Control Act ("TSCA"), The European Community Regulation on the Registration, Evaluation, Authorisation, and Restriction of Chemicals ("REACH"), etc.

Oilfield applications include products used in drilling fluid and other applications for the extraction of oil and gas. These products meet the requirements contained in ISO 13500 and American Petroleum Institute ("API") standards.

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

II-10b. **Home market shipments by end use.**--Report your firm's home market shipments (commercial shipments and internal consumption and transfers of xanthan gum), by major end use.

AUSTRIA

Quantity (in 1,000 pounds), value (in \$1,000)			
Calendar years			
Item	2010	2011	2012
FOOD & BEVERAGE:¹			
Quantity			
Value			
PHARMACEUTICAL APPLICATIONS:¹			
Quantity			
Value			
CONSUMER APPLICATIONS:¹			
Quantity			
Value			
INDUSTRIAL APPLICATIONS:¹			
Quantity			
Value			
OILFIELD APPLICATIONS:¹			
Quantity			
Value			
ALL OTHER:²			
Quantity			
Value			
TOTAL U.S. SHIPMENTS:³			
Quantity			
Value			

¹ Please indicate the ranges of xanthan gum purity for reported home market shipments during 2012 as follows:

	Purity (percent)
Food & beverage	_____
Pharmaceutical	_____
Consumer applications	_____
Industrial applications	_____
Oilfield applications	_____
Other	_____

² Please describe: _____

³ Home market shipment data (food & beverage + pharmaceutical + consumer applications + industrial applications + oilfield applications + all other) should reconcile with total home market shipment data reported in section II-10a.

Definitions for the above-specified home market shipment end use applications appear on page 9.

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

II-10c. **Export shipments to the United States from Austria by end use.**--Report your firm's export shipments from Austria to the United States of xanthan gum, by major end use.

AUSTRIA

Quantity (in 1,000 pounds), value (in \$1,000)			
Calendar years			
Item	2010	2011	2012
FOOD & BEVERAGE:¹			
Quantity			
Value			
PHARMACEUTICAL APPLICATIONS:¹			
Quantity			
Value			
CONSUMER APPLICATIONS:¹			
Quantity			
Value			
INDUSTRIAL APPLICATIONS:¹			
Quantity			
Value			
OILFIELD APPLICATIONS:¹			
Quantity			
Value			
ALL OTHER:²			
Quantity			
Value			
TOTAL U.S. SHIPMENTS:³			
Quantity			
Value			

¹ Please indicate the ranges of xanthan gum purity for reported export shipments to the United States from Austria during 2012 as follows:

	Purity (percent)
Food & beverage	_____
Pharmaceutical	_____
Consumer applications	_____
Industrial applications	_____
Oilfield applications	_____
Other	_____

² Please describe: _____

³ Export shipments to the United States data (food & beverage + pharmaceutical + consumer applications + industrial applications + oilfield applications + all other) should reconcile with export shipments to the United States data reported in section II-10a.

Definitions for the above-specified export shipment end use applications appear on page 9.

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

II-11a. Report your firm's production capacity, production, shipments, and inventories related to the production of xanthan gum in your establishment(s) in China during the specified periods. (See definitions in the instruction booklet.)

CHINA

Item	Quantity (in 1,000 pounds)				
	Actual experience			Projections ¹	
	2010	2011	2012	2013	2014
Average production capacity ² (A)					
Beginning-of-period inventories ³ (B)					
Production ⁴ (C)					
Home market shipments:					
Internal consumption/transfers (D)					
Commercial shipments (E)					
Exports to the United States ⁵ (F)					
Exports to all other markets ⁶ (G)					
Total exports (H) (should equal F+G)					
Total shipments (I) (should equal D+E+F+G)					
End-of-period inventories (J)					

¹ Please explain the basis for your projections.

² The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.

³ Reconciliation of data.—The data should reconcile as follows: **B + C - I = J**. Do these data reconcile? Yes No

Also, end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (i.e., line J of year 2010 should equal line B of year 2011). Do these data reconcile? Yes No

If your data do not reconcile, please explain: _____

⁴ Please estimate the percentage of total production of xanthan gum in China accounted for by your firm's production in 2012. ____ percent

⁵ Please estimate the percentage of total exports to the United States of xanthan gum from China accounted for by your firm's exports in 2012. ____ percent

⁶ Identify principal other export markets. _____

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

Definitions for home market shipment and export shipments to the United States end use application tables (II-11b and II-11c) are:

- 6. Food & beverage**
- 7. Pharmaceutical applications**
- 8. Consumer applications**
- 9. Industrial applications**
- 10. Oilfield applications**

Xanthan gum provides multiple forms of utility. Applications may benefit from xanthan gum's ability to suspend and stabilize dispersions of solids, immiscible fluids, and gases in aqueous systems. Practically speaking, this would include solids in drilling fluids, immiscible fluids such as oils in personal care products and salad dressings, and gases in fire-fighting foams. Xanthan gum also provides lubricity, reducing friction in oilfield drilling applications as well as providing a particular type of skin feel to lotions and cosmetics.

Food & beverage applications include products approved for use in food and beverage systems. Xanthan gum is used in condiments (e.g., relish salad dressing, sauces), beverages (e.g., diet, low sugar, energy, or instant powder drinks), syrups, baked goods, frozen meals, prepared foods, bakery products, such as frozen dough, muffins, and gluten-free products. "Approved" refers to definitions and requirements as put forth by multiple regulatory bodies as well as definitive and compendia standards, including:

5. Food Chemicals Codex (FCC)
6. Canadian Food and Drug Law
7. JECFA
8. Japan's Specifications and Standards for Food Additives

These bodies and standards manifest requirements in terms of:

7. Microbiological plate counts
8. Organism types
9. Heavy metal levels
10. Isopropyl Alcohol (IPA) and Ethanol residual levels
11. Basic requirements around color and appearance
12. Consistent and Characterized viscosity

Pharmaceutical end use applications include products such as antibiotics such as amoxicillin. These products are designed to meet higher level purity standards as set forth in USP and NF monographs, and international bodies such as the Japanese Pharmaceutical Excipients, and European Pharmacopeia.

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Oilfield applications include products used in drilling fluid and other applications for the extraction of oil and gas. These products meet the requirements contained in ISO 13500 and American Petroleum Institute ("API") standards.

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

II-11b. **Home market shipments by end use.**--Report your firm's home market shipments (commercial shipments and internal consumption and transfers of xanthan gum), by major end use.

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)			
Calendar years			
Item	2010	2011	2012
FOOD & BEVERAGE:¹			
Quantity			
Value			
PHARMACEUTICAL APPLICATIONS:¹			
Quantity			
Value			
CONSUMER APPLICATIONS:¹			
Quantity			
Value			
INDUSTRIAL APPLICATIONS:¹			
Quantity			
Value			
OILFIELD APPLICATIONS:¹			
Quantity			
Value			
ALL OTHER:²			
Quantity			
Value			
TOTAL U.S. SHIPMENTS:³			
Quantity			
Value			

¹ Please indicate the ranges of xanthan gum purity for reported home market shipments during 2012 as follows:

	Purity (percent)
Food & beverage	_____
Pharmaceutical	_____
Consumer applications	_____
Industrial applications	_____
Oilfield applications	_____
Other	_____

² Please describe: _____

³ Home market shipment data (food & beverage + pharmaceutical + consumer applications + Industrial applications + oilfield applications + all other) should reconcile with total home market shipment data reported in section II-11a.

Definitions for the above-specified home market shipment end use applications appear on page 13.

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

II-11c. **Export shipments to the United States from China by end use.**--Report your firm's export shipments from China to the United States of xanthan gum, by major end use.

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)																	
Calendar years																	
Item	2010	2011	2012														
FOOD & BEVERAGE:¹																	
Quantity																	
Value																	
PHARMACEUTICAL APPLICATIONS:¹																	
Quantity																	
Value																	
CONSUMER APPLICATIONS:¹																	
Quantity																	
Value																	
INDUSTRIAL APPLICATIONS:¹																	
Quantity																	
Value																	
OILFIELD APPLICATIONS:¹																	
Quantity																	
Value																	
ALL OTHER:²																	
Quantity																	
Value																	
TOTAL U.S. SHIPMENTS:³																	
Quantity																	
Value																	
¹ Please indicate the ranges of xanthan gum purity for reported export shipments to the United States from China during 2012 as follows: <table style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>Purity (percent)</th> </tr> </thead> <tbody> <tr> <td>Food & beverage</td> <td>_____</td> </tr> <tr> <td>Pharmaceutical</td> <td>_____</td> </tr> <tr> <td>Consumer applications</td> <td>_____</td> </tr> <tr> <td>Industrial applications</td> <td>_____</td> </tr> <tr> <td>Oilfield applications</td> <td>_____</td> </tr> <tr> <td>Other</td> <td>_____</td> </tr> </tbody> </table>					Purity (percent)	Food & beverage	_____	Pharmaceutical	_____	Consumer applications	_____	Industrial applications	_____	Oilfield applications	_____	Other	_____
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Food & beverage	_____																
Pharmaceutical	_____																
Consumer applications	_____																
Industrial applications	_____																
Oilfield applications	_____																
Other	_____																
² Please describe: _____																	
³ Export shipments to the United States data (food & beverage + pharmaceutical + consumer applications + industrial applications + oilfield applications + all other) should reconcile with export shipments to the United States data reported in section II-11a.																	
Definitions for the above-specified export shipment end use applications appear on page 13.																	