

U.S. IMPORTERS' QUESTIONNAIRE

XANTHAN GUM FROM AUSTRIA AND CHINA

This questionnaire must be received by the Commission by no later than June 19, 2012

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 investigation(s) concerning xanthan gum from Austria and China (inv. Nos. **731-TA-1202** (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported xanthan gum (as defined in the instruction booklet) from any country at any time since January 1, 2009?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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:

E-mail 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 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>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters xanthan gum 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 xanthan gum 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 proceedings in the United States or in any other countries?

No Yes--Please specify. _____

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	
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 importation of xanthan gum since January 1, 2009.

- (check as many as appropriate)* *(please describe)*
- office/warehouse openings..... _____

 - office/warehouse closings _____

 - relocations _____

 - expansions _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of xanthan gum from Austria and/or China for delivery after **March 31, 2011**?

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

II-4. **Reasons for importing.**--If your firm also produces xanthan gum in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5a. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of **xanthan gum imported from Austria** by your firm during the specified periods. (See definitions in the instruction booklet.)

AUSTRIA

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____					
² 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: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5b. **U.S. shipments by end use.**—Report your firm's U.S. shipments (commercial shipments and internal consumption and transfers) of imports of xanthan gum from Austria, by major end use.

AUSTRIA

(Quantity in 1,000 pounds, value in \$1,000)					
Calendar years				January-March	
Item	2009	2010	2011	2011	2012
FOOD & BEVERAGE:¹					
<i>Quantity</i>					
<i>Value</i>					
CONSUMER APPLICATIONS:¹					
<i>Quantity</i>					
<i>Value</i>					
OILFIELD & INDUSTRIAL APPLICATIONS:¹					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER:²					
<i>Quantity</i>					
<i>Value</i>					
TOTAL U.S. SHIPMENTS:³					
<i>Quantity</i>					
<i>Value</i>					
<p>¹ Please indicate the ranges of xanthan gum purity for reported U.S. shipments during 2011 as follows:</p> <p align="center">Purity (percent)</p> <p>Food & beverage. _____</p> <p>Consumer applications _____</p> <p>Oilfield & industrial applications. _____</p> <p>Other _____</p> <p>² Please describe: _____</p> <p>³ Import shipment data (commercial shipments + internal consumption + transfers) should reconcile with data reported in section II-5a.</p> <p>Definitions for the above-specified import shipment end use applications appear on the following page.</p>					

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

Definitions for import shipment end use applications are as follows:

- 1. Food & Beverage**
- 2. Consumer Applications**
- 3. Oilfield & Industrial 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 firefighting foams. Xanthan gum also provides lubricity, reducing friction in oilfield drilling applications as well as providing a particular type of skin feel in lotions and cosmetics.

Food and 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

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

Oilfield and industrial applications include products used in drilling fluid (and other applications for the extraction of oil and gas), 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 TSCA, REACH etc.

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

II-6a. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of **xanthan gum imported from China** by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6b. **U.S. shipments by end use.**—Report your firm's **U.S. shipments** (commercial shipments and internal consumption and transfers) **of imports of xanthan gum from China**, by major end use.

CHINA

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Calendar years				January-March	
Item	2009	2010	2011	2011	2012
FOOD & BEVERAGE:¹					
<i>Quantity</i>					
<i>Value</i>					
CONSUMER APPLICATIONS:¹					
<i>Quantity</i>					
<i>Value</i>					
OILFIELD & INDUSTRIAL APPLICATIONS:¹					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER:²					
<i>Quantity</i>					
<i>Value</i>					
TOTAL U.S. SHIPMENTS:³					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate the ranges of xanthan gum purity for reported import shipments during 2011 as follows: <div style="text-align:center">Purity (percent)</div> Food & beverage. _____ Consumer applications _____ Oilfield & industrial applications. _____ Other _____					
² Please describe: _____					
³ U.S. shipment data (commercial shipments + internal consumption + transfers) should reconcile with data reported in section II-6a.					
Definitions for the above-specified import shipment end use applications appear on the following page.					

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

Definitions for export shipment end use applications are as follows:

- 1. Food & Beverage**
- 2. Consumer Applications**
- 3. Oilfield & Industrial 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 firefighting foams. Xanthan gum also provides lubricity, reducing friction in oilfield drilling applications as well as providing a particular type of skin feel in lotions and cosmetics.

Food and 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

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

Oilfield and industrial applications include products used in drilling fluid (and other applications for the extraction of oil and gas), 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 TSCA, REACH etc.

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

II-7a. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **xanthan gum imported from all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2009	2010	2011	2011	2012
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____					
² 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: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7b. **U.S. shipments by end use.**—Report your firm's U.S. shipments (commercial shipments and internal consumption and transfers) of imports of xanthan gum from all other sources combined, by major end use.

ALL OTHER SOURCES COMBINED

(Quantity in 1,000 pounds, value in \$1,000)					
Calendar years				January-March	
Item	2009	2010	2011	2011	2012
FOOD & BEVERAGE:¹					
<i>Quantity</i>					
<i>Value</i>					
CONSUMER APPLICATIONS:¹					
<i>Quantity</i>					
<i>Value</i>					
OILFIELD & INDUSTRIAL APPLICATIONS:¹					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER:²					
<i>Quantity</i>					
<i>Value</i>					
TOTAL U.S. SHIPMENTS:³					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate the ranges of xanthan gum purity for reported U.S. shipments during 2011 as follows: Purity (percent) Food & beverage _____ Consumer applications _____ Oilfield & industrial applications _____ Other _____ ² Please describe: _____ ³ U.S. shipment data (commercial shipments + internal consumption + transfers) should reconcile with data reported in section II-7a. Definitions for the above-specified import shipment end use applications appear on the following page.					

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

Definitions for export shipment end use applications are as follows:

- 1. Food & Beverage**
- 2. Consumer Applications**
- 3. Oilfield & Industrial 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 in lotions and cosmetics.

Food and 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

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

Oilfield and industrial applications include products used in drilling fluid (and other applications for the extraction of oil and gas), 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 TSCA, REACH etc.

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Clark Workman (202-205-3248, clark.workman@usitc.gov)**.

III-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 III.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-2. These questions requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2009 of the following products you imported from Austria and/or China. Data are requested separately for shipments to distributors and end users.

THE PRODUCT DESCRIPTIONS ARE THE CONTROLLING FACTOR IN DECIDING WHAT COMPANY-SPECIFIC PRODUCTS TO INCLUDE IN EACH PRODUCT CATEGORY; THE PRODUCT TRADE NAMES ARE PROVIDED AS GUIDELINES.

Product 1.-- Consumer xanthan gum that, at a minimum, meets typical food grade requirements globally, including the Food Chemicals Codex, 21 C.F.R. § 172.695 and JECFA. Applications include oral care, personal care, cosmetic and pharmaceutical. Microbiological count or Total Plate Count (“TPC”) limits range from Not More Than (“NMT”) 500 to as high as 2,000 Colony Forming Units per gram (“CFU/g”) for bacteria. Yeast and mold counts are typically NMT 100 CFU/g. The 1% KCl viscosity profiles typically range from 1200 to 1600 cP (test is 1% gum in 1% KCl solution, 60 rpm reading). Alcohol levels are NMT 750 ppm for countries complying with 21 CFR § 172.695 .

Furthermore, some variants of this product are tested to comply with United States Pharmacopeia (“USP”) <467> Residual Solvents and with purity criteria defined in the most current editions of the *National Formulary*, *Japanese Pharmaceutical Excipients*, and the *European Pharmacopoeia*. Other certifications include certification with widely recognized Kosher and Halal organizations and ECOCERT, and have a Chemical Abstract Service (CAS) number 98112-77-7.

In short, this product provides fitness to use and fitness to spec in that it provides a characterized viscosity profile along with microbiological specifications as dictated by market requirements and global regulatory bodies. Testing is done in a lot by lot manner in house or utilizing recognized third party test labs.

Product is manufactured under ISO 9001:2008 using a recognized certifying body.

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

Product 2.-- Food and Beverage xanthan gum meets food grade requirements as dictated by the Food Chemicals Codex, 21 C.F.R. § 172.695 and JECFA. Applications include, but are not limited to, basic food and beverage applications including baking, condiments, instant beverages, and reduced calorie beverages. Microbiological counts are typically NMT than 2000 CFU/g for TPC and NMT 100 CFU/g for yeast and mold. The 1% KCl viscosity profiles are basic and may range from 1200-1600 cP or from 1300-1700 cP (test is 1% gum in 1% KCl solution, 60rpm reading). Alcohol levels are NMT 750 ppm for countries complying with CFR.

Other certifications include certification with widely recognized Kosher and Halal organizations.

In short, this product provides fitness to use and fitness to spec in that they provide a characterized viscosity profile along with microbiological specifications as dictated by market requirements and global regulatory bodies. Testing is done in a lot by lot manner in house or utilizing recognized third party test labs.

Product is manufactured under ISO 9001:2008 using a recognized certifying body.

Product 3.-- xanthan gum intended for use in **Oilfield and Industrial** applications. The functionality provided in oilfield is viscosity, with 0.28% gum in seawater viscosities at 3 rpm at Not Less Than (“NLT”) 16.0 Fann dial readings and at 6 rpm NLT 18 Fann dial readings. These represent fitness to use. Typical household care applications include laundry products, liquid dish detergent, surfactant-containing systems, and hard surface cleaners. General industrial applications include fire fighting foams, agricultural chemicals, industrial and institutional cleaners, and architectural paints and coatings. These industries are heavily regulated due to waste water and sewer regulations. Characteristic viscosity ranges typically run from 800-1200 cP (test is 1% gum in DI water, 60 rpm reading). Despite being used for oilfield and industrial applications, a number of regulatory bodies still dictate what is considered a product that provides fitness to use. The TSCA Inventory is a common example of regulatory oversight. Microbiological requirements are not normally required in the Oilfield and Industrial segment. The specifications required for this set of applications are measured on a lot by lot basis. Chemical Abstract Service (CAS) number 98112-77-7.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

III-2a. **Price data**.--Report below the quarterly price data¹ for pricing products² imported from Austria and sold by your firm to **end users**.

AUSTRIA

<i>(Quantity in pounds, Value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						

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

² Pricing product definitions are provided on the first page of Part III.

³ Please identify the specific company products (by trade name) that your firm reported for each product category where price data was reported.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

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

III-2b. **Price data**--Report below the quarterly price data¹ for pricing products² imported from Austria and sold by your firm to **distributors**.

AUSTRIA

<i>(Quantity in pounds, Value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						

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

² Pricing product definitions are provided on the first page of Part III.

³ Please identify the specific company products (by trade name) that your firm reported for each product category where price data was reported.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

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

III-2c. **Price data**.--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm to **end users**.

CHINA

(Quantity in pounds, Value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						

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

² Pricing product definitions are provided on the first page of Part III.

³ Please identify the specific company products (by trade name) that your firm reported for each product category where price data was reported.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

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

III-2d. **Price data**.--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm to **distributors**.

CHINA

(Quantity in pounds, Value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						

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

² Pricing product definitions are provided on the first page of Part III.

³ Please identify the specific company products (by trade name) that your firm reported for each product category where price data was reported.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

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

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of xanthan gum (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Pricing terms for xanthan gum.**--

(a) What are your firm's typical sales terms for xanthan gum imported from **Austria**?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) What are your firm's typical sales terms for xanthan gum imported from **China**?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(c) On what basis are your prices of imported xanthan gum from **Austria** usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

(d) On what basis are your prices of imported xanthan gum from **China** usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of xanthan gum imported from Austria and/or China in 2011 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

AUSTRIA:

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

CHINA:

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

III-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for xanthan gum from **Austria and/or China** (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

AUSTRIA

CHINA

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-8. **Lead times.**--What is your share of sales of xanthan gum imported from Austria and/or China both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of xanthan gum?

AUSTRIA

CHINA

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

III-9. Shipping information.—

- (a) What is the approximate percentage of the total delivered cost of xanthan gum imported from:
AUSTRIA that is accounted for by U.S. inland transportation costs? _____ percent.
CHINA that is accounted for by U.S. inland transportation costs? _____ percent.
- (b)
- (b) Who generally arranges the transportation to your customers' locations?
 Your firm Purchaser (*check one*)
- (c) When you sell xanthan gum imported from Austria and/or China, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of xanthan gum imported from Austria and/or China that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- III-10. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of xanthan gum imported from any source? (check all that apply)

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

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

III-11. **End uses**--Describe the end uses of the xanthan gum that you import from Austria and/or China. For each end-use product, what percentage of the total cost is accounted for by xanthan gum and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Xanthan gum (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-12. **Substitutes**-- Can other products be substituted for xanthan gum?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for PRODUCT?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

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

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for xanthan gum has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Product changes.**--Have there been any significant changes in the product mix or marketing of xanthan gum since January 1, 2009?

No Yes-- Please describe.

III-15. **Business cycles.**--

(a) Is the xanthan gum market subject to business cycles or conditions of competition (including seasonal business) distinctive to xanthan gum?

No (skip to question III-16.) Yes-- Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for xanthan gum since January 1, 2009?

No Yes-- Please describe.

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply xanthan gum since January 1, 2009 (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, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

III-17. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce xanthan gum and whether your firm expects these trends to continue.

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

IV-B-20. Does your firm sell its imported xanthan gum from China or Austria over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of xanthan gum in 2011 accounted for by internet sales. Please explain the effect of any internet sales on your U.S. selling prices and quantities.

IV-B-21. a) What technical support/service provisions are important for your firm's customers in your sales of xanthan gum?

None.

b) Were the technical support/service provisions priced separately from the xanthan gum product that your firm sold during January 2009-December 2011?

- No Yes

Please explain.

IV-B-22. a) Please explain the extent to which the carbohydrate source used as an input in the production of xanthan gum results in better quality and/or performance of this product.

b) Do your customers ever specify/require the type(s) of carbohydrate source to be used in the xanthan gum that your firm produces for them?

- No Yes--Please explain below whether your firm, your customer, or both jointly determine the type(s) of carbohydrate source used and why one form of carbohydrate is chosen over another form.

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

IV-B-23. Please explain below for the U.S. market the extent to which prices of xanthan gum in one end-use sector affect prices of xanthan gum in another sector during January 2009-December 2011. Please identify the xanthan gum products, the end-use sectors, and the time periods for any such effects.

IV-B-24. a) Specify below among the listed products (and any other products that apply) those that were imported by your firm from Austria or China during January 2009--December 2011. For the products that were imported by your firm, indicate which, if any, have been used as alternatives to xanthan gum and identify the downstream product(s) and application(s) associated with each alternative input product.

<u>Produced</u>		<u>Alternative to</u>		<u>Downstream</u>	<u>Application(s)</u>
<u>By your firm</u>		<u>xanthan gum</u>			
<u>Yes</u>	<u>No</u>	<u>Yes</u>	<u>No</u>	<u>product(s)</u>	

Other hydrocolloids (specify):

_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Other products (specify):

_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

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

b) Are any such products also sold/marketed by your sales personnel that sell xanthan gum?

No Yes

If yes--

Do your sales staff market xanthan gum separately from, or as a potential substitute for, these other products, or vice versa? (Check as appropriate)

_____ Separately--Explain the distinction in how these other products are sold.

_____ A potential substitute for xanthan gum--How does your sales staff determine which of these various product(s), including xanthan gum, to sell to a given prospective customer, and what determines the degree of substitutability?

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

III-25. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for xanthan gum since January 1, 2009. Indicate the share of the quantity of your firm's total shipments of xanthan gum that each of these customers accounted for in 2011.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2011 sales (%)
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	
6				Street Address City ' State Zip Code	
7				Street Address City ' State Zip Code	
8				Street Address City ' State Zip Code	
9				Street Address City ' State Zip Code	
10				Street Address City ' State Zip Code	