

U.S. IMPORTERS' 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. 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, 2010?
<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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	<i>Phone:</i> _____	_____ <i>Email 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 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-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing xanthan gum from Austria and/or China into the United States or that are engaged in exporting xanthan gum from Austria and/or China to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

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

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

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

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

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters 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 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 importation of xanthan gum since January 1, 2010.

- (check as many as appropriate)* *(please describe and provide date of change)*
- office/warehouse openings..... _____

 - office/warehouse closings _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

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

 - revised labor agreements..... _____

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

 - development of new xanthan
gum products..... _____

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 **December 31, 2012**?

- No Yes--Indicate dates 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		
	2010	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: <hr/>			
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: <hr/>			
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

Definitions for U.S. shipment and export shipment end use application tables (II-5b and II-5c) 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-5b. **U.S. shipments of imports by end use.**--Report your firm's U.S. shipments of imports (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 U.S. shipments during 2012 as follows: <table style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td align="center">Purity (percent)</td> </tr> <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> </table>					Purity (percent)	Food & beverage	_____	Pharmaceutical	_____	Consumer applications	_____	Industrial applications	_____	Oilfield applications	_____	Other	_____
	Purity (percent)																
Food & beverage	_____																
Pharmaceutical	_____																
Consumer applications	_____																
Industrial applications	_____																
Oilfield applications	_____																
Other	_____																
² Please describe: _____																	
³ U.S. shipment data (food & beverage + pharmaceutical + consumer applications + Industrial applications + oilfield applications + all other) should reconcile with total U.S. shipment data reported in section II-5a.																	
Definitions for the above-specified U.S. shipment end use applications appear on page 8.																	

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

II-5c. **Export shipments by end use.**--Report your firm's export shipments, by major end use.

AUSTRIA

Quantity (in 1,000 pounds), value (in \$1,000)																	
Item	Calendar years																
	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																	
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Definitions for the above-specified export shipment end use applications appear on page 8.																	

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		
	2010	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

Definitions for U.S. shipment and export shipment end use application tables (II-6b and II-6c) 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.

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

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)																	
Item	Calendar years																
	2010	2011	2012														
FOOD & BEVERAGE:¹																	
Quantity																	
Value																	
PHARMACEUTICAL APPLICATIONS:¹																	
Quantity																	
Value																	
CONSUMER APPLICATIONS:¹																	
Quantity																	
Value																	
INDUSTRIAL APPLICATIONS:¹																	
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OILFIELD APPLICATIONS:¹																	
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Value																	
ALL OTHER:²																	
Quantity																	
Value																	
TOTAL U.S. SHIPMENTS:³																	
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Other	_____																
² Please describe: _____																	
³ U.S. shipment data (food & beverage + pharmaceutical + consumer applications + Industrial applications + oilfield applications + all other) should reconcile with total U.S. shipment data reported in section II-6a.																	
Definitions for the above-specified U.S. shipment end use applications appear on page 12.																	

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

II-6c. **Export shipments by end use.**--Report your firm's export shipments, by major end use.

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)																	
Item	Calendar years																
	2010	2011	2012														
FOOD & BEVERAGE:¹																	
Quantity																	
Value																	
PHARMACEUTICAL APPLICATIONS:¹																	
Quantity																	
Value																	
CONSUMER APPLICATIONS:¹																	
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Definitions for the above-specified export shipment end use applications appear on page 12.																	

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		
	2010	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

Definitions for U.S. shipment and export shipment end use application tables (II-7b and II-7c) are:

- 11. Food & beverage**
- 12. Pharmaceutical applications**
- 13. Consumer applications**
- 14. Industrial applications**
- 15. 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.

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14. Organism types
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18. Consistent and Characterized viscosity

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

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

ALL OTHER SOURCES COMBINED

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 U.S. shipments during 2012 as follows:

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

² Please describe: _____

³ U.S. shipment data (food & beverage + pharmaceutical + consumer applications + Industrial applications + oilfield applications + all other) should reconcile with total U.S. shipment data reported in section II-7a.

Definitions for the above-specified U.S. shipment end use applications appear on page 16.

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

II-7c. **Export shipments by end use.**--Report your firm's export shipments, by major end use.

ALL OTHER SOURCES COMBINED

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 during 2012 as follows: <table style="margin-left: auto; margin-right: auto;"> <tr> <td></td> <td align="center">Purity (percent)</td> </tr> <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> </table>					Purity (percent)	Food & beverage	_____	Pharmaceutical	_____	Consumer applications	_____	Industrial applications	_____	Oilfield applications	_____	Other	_____
	Purity (percent)																
Food & beverage	_____																
Pharmaceutical	_____																
Consumer applications	_____																
Industrial applications	_____																
Oilfield applications	_____																
Other	_____																
² Please describe: _____																	
³ Export data (food & beverage + pharmaceutical + consumer applications + Industrial applications + oilfield applications + all other) should reconcile with total export shipment data reported in section II-7a.																	
Definitions for the above-specified export shipment end use applications appear on page 16.																	

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, 2010 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.—Pharmaceutical: xanthan gum that meets the requirements contained in 21 C.F.R. § 172.695, Food Chemical Codex (“FCC”), Joint FAO/WHO Expert Committee on Food Additives (“JECFA”), and European Pharmacopeia (“Ph Eur”); and has a TPC of not more than 500 cfu/g.

Product 2.—Consumer: Meets the requirements contained in 21 C.F.R. § 172.695, FCC and JECFA; and has a TPC of not more than 1,000 cfu/g.

Product 3.—Food and Beverage (but not agglomerated): Xanthan gum meets food grade requirements as dictated by the Food Chemicals Codex, 21 C.F.R. § 172.695 or JECFA. Food and beverage can be produced with either isopropyl alcohol (IPA) or ethyl alcohol (ethanol). 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% KCI viscosity profiles are basic and may range from 1200-1600 cP or from 1300-1700 cp (test is 1% gum in 1% gum in 1% KCI 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 4.—Agglomerated Food and Beverage: The product meets the definition of food and beverage xanthan gum described above for (product 3) but which also has undergone the additional production step of agglomeration.

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

Product 5.—Industrial: Industrial xanthan gum meets the requirements of the Toxic Substances Control ACT (TSCA). General industrial applications include fire fighting foams, agricultural chemicals, industrial and institutional cleaners, and architectural paints and coating. These industries are heavily regulated due to waste water and sewer regulations.

Product 6. —Oilfield but not clarified: “Oilfield” xanthan gum consists of all other xanthan gum that meets the physical characteristics of the subject merchandise but which does not meet the requirements for products 1,2,3,4, or 5.

Product 7. —Clarified Oilfield: This pricing product is that xanthan gum meeting the definition of product 6, but which is also “clarified” according to the following definition: 1% xanthan gum in DI water, not less than 55% transmittance.

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 **distributors**.

Austria

(Quantity in 1,000 kilograms, Value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								

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 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 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: _____

Product 4: _____

Product 5: _____

Product 6: _____

Product 7: _____

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 **end users**.

Austria

(Quantity in 1,000 kilograms, Value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								

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 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 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: _____
- Product 4: _____
- Product 5: _____
- Product 6: _____
- Product 7: _____

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 **distributors**.

CHINA

(Quantity in 1,000 kilograms, Value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								

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 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 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: _____
- Product 4: _____
- Product 5: _____
- Product 6: _____
- Product 7: _____

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 **end users**.

CHINA

<i>(Quantity in 1,000 kilograms, Value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
	Product 5		Product 6		Product 7			
	Quantity	Value	Quantity	Value	Quantity	Value		
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								

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 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 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: _____

Product 4: _____

Product 5: _____

Product 6: _____

Product 7: _____

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 2012 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</u> <u>2012 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</u> <u>2012 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). Please provide a list of the customers that have long-term contracts for purchases of xanthan gum with your company.

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)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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 2012 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

(b) Do items held in inventory generally have a shorter delivery lead time than items that are produced to order? Yes___ NO___ In the space provided please discuss the relationship between inventory levels and lead times for delivery at your company.

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) 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 (percentage) ____ Storage facility (percentage) ____
- (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?

(a)

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 xanthan gum?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

(b) Is guar gum a substitute for xanthan gum?

No Yes--Please discuss.

(c) Have changes in the price of guar gum affected the prices or demand for xanthan gum at any time since January 1, 2010?

No Yes--Please discuss.

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, 2010. 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, 2010?

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, 2010?

No Yes-- Please describe.

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

III-16. **Supply constraints.**--Has your firm ever refused, declined, or been unable to supply xanthan gum (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, indicating the specific period where the supply constraint occurred and the nature of the supply constraint.

III-17. **Unusual Supply problems.**—In the space provided below please discuss any significant U.S. xanthan gum plant closings that have occurred in the United States since January 1, 2010. In your discussion, please note the name and owner of the plant, the approximate date when the closing occurred, and the reason the plant closed.

III-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce xanthan gum, whether your firm expects these trends to continue, and what effect these trends have had on pricing of xanthan gum.

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

III-20. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between xanthan gum produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

- A = such differences are *always* significant
- F = such differences are *frequently* significant
- S = such differences are *sometimes* significant
- N = such differences are *never* significant
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	Austria	China	Other countries
United States			
Austria	X		
China	X	X	

For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of xanthan gum, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

III-21. **Global prices**—From your experience, are prices of xanthan gum determined largely on a global basis because large global purchasers typically buy xanthan gum for delivery to their facilities throughout the world in the same transaction? Yes___ No. _____. Please discuss in the space provided.

III-22. **Substitutability between U.S.-produced and imported xanthan gum from Austria and China**—Are there certain applications where only U.S.-produced xanthan gum can be used rather than imports from Austria or China? Yes___ No___ Please discuss these applications in the space provided. In your discussion please note whether it is easy or difficult to switch suppliers.

III-23. **Quality issue relating to imports from China**— Are there quality problems with imports of xanthan gum from China that limit or discourage their used in certain applications? Yes___ No___. Please discuss the quality problems and applications in the space provided.

III-24. **Private label products**— Are private label products commonly provided to customers on request in the xanthan gum industry? Yes___No___. Please discuss below.

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

III-24. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for xanthan gum since January 1, 2010. Indicate the share of the quantity of your firm's total shipments of xanthan gum that each of these customers accounted for in 2012.

	Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2012 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	