

U.S. PURCHASERS' 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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248, clark.workman@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased xanthan gum (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2010?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By submitting 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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.
_____hours _____dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing xanthan gum from Austria and/or China into the United States or which 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing xanthan gum from countries other than Austria and/or China into the United States or which are engaged in exporting xanthan gum from countries other than Austria and/or China to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.--PURCHASES

Contact information.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

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

Quantity (in pounds) and value (in dollars)			
Item	2010	2011	2012
Purchases of xanthan gum produced in- The United States:			
<i>Quantity</i>			
Value			
Austria:			
<i>Quantity</i>			
Value			
China:			
<i>Quantity</i>			
Value			
All other countries:¹			
<i>Quantity</i>			
Value			
¹ Please identify these countries			

PART II.--PURCHASES--Continued

II-2. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of xanthan gum from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Austria	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Purchases from one country only.**--If your firm has purchased xanthan gum from only one country, please explain the reasons for doing so.

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for xanthan gum since 2010. Also, provide the share of the quantity of your firm's total purchases of xanthan gum that each of these suppliers accounted for in 2012.

No.	Supplier's name	City and state	Share of quantity of 2012 purchases
1			%
2			%
3			%
4			%
5			%

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of xanthan gum (check all that apply)?

End user (Describe end use : _____)

Distributor

Other (Describe: _____)

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

No

Yes--Please describe.

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

III-4. **End uses.**--If your firm is an end user of xanthan gum, list in order of quantity of xanthan gum consumed, the top 3 products for which your firm purchases xanthan gum as a component part or input. Please indicate what percentage of the total cost is accounted for by xanthan gum and other inputs.

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by		Total
	xanthan gum (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

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

(a) If your firm is an end user of xanthan gum, has the demand for your firm's final products incorporating xanthan gum changed since 2010?

Increased No change Decreased Fluctuated

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

No Yes--Please describe.

III-6. Substitutes.--Can other products be substituted for xanthan gum?

(a) No Yes--Please fill out the table below.

	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.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-7. **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-8. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of xanthan gum (check ALL that apply)?

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

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-9. Conditions of competition.--

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-10.) 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.

III-10. Decisions based on producer.--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving xanthan gum based on the producer of the xanthan gum you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—*Continued*

III-11. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving xanthan gum based on the country of origin of the xanthan gum you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Purchasing frequency.**--

(a) How frequently do you make purchases (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since 2010?

No Yes—Please describe.

III-13. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? _____ firms

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—*Continued*

III-14. Supplier negotiations.--

(a) Do purchases of xanthan gum usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.

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

- No Yes--Specify the time period.

III-15. Change in suppliers.--Have you changed suppliers since 2010?

- No Yes--Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

III-16. New suppliers.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2010?

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

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—*Continued*

III-17. Supplier qualification

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

No Yes-- _____ percent of purchases in 2012 Yes--all purchases

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

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

Does it require a longer period to qualify imported xanthan gum from China than from other sources? Yes___ NO____. Please discuss the qualification process for imports from China, noting the time required for qualification, and any difference from the qualification process for other suppliers

III-18. **Failure to certify.**--Since 2010, have any domestic or foreign producers failed in their attempts to certify or qualify their xanthan gum with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-19. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for xanthan gum.

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

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

III-20. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase xanthan gum for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Other factors or comments:	

III-21. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of xanthan gum?

III-22. **Frequency of decisions based on price.**--How often does your firm purchase the xanthan gum that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-23. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest priced supplier.*

Please list the names of any firms you considered price leaders in the xanthan gum market since 2010. Describe how the firm(s) exhibited price leadership.

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—*Continued*

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.

III-25. **Unusual Supply problems.**—In the space provided below, please describe any supply availability issues that you have experienced in purchasing xanthan gum since 2010. Specifically, since January 1, 2010, have any of your suppliers refused, declined, or been unable to supply xanthan gum? (Examples include being placed on allocation or “controlled order entry,” declining to accept new customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)? If the answer is “yes,” please note and document the time period(s) (i.e. , month and year), the supplier involved; and the amount of xanthan gum involved.

III-26. **Terms of Sale.**---Since January 1, 2010, did any of your suppliers change their standard terms of sale, such as a change in delivery terms from DDP or CIF to FOB? No ___ Yes___ Please discuss the change in the space provided noting whether any of your suppliers have changed or will change their terms of sale due to the filing of the petition underlying this investigation.

PART IV.—PRODUCT COMPARISONS

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

- United States
- Austria
- China
- Other countries (specify _____)

IV-2. **Interchangeability by country-pair.**--Is xanthan gum produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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 producing xanthan gum that is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV.—PRODUCT COMPARISONS—Continued

IV-3. **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.

IV-4. **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.

PART IV.—PRODUCT COMPARISONS—Continued

IV-5. **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 purchases 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 IV.—PRODUCT COMPARISONS—*Continued*

IV-6. **Country preferences.**--Do you or your customers ever specifically order xanthan gum from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why xanthan gum from these countries is preferred over product from other countries (please note the specific product in your response).

IV-7. **Availability of merchandise.**--Are certain grades/types/sizes of xanthan gum available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

IV-8. **Choice of product not based on price.**--If you purchased xanthan gum from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.—PRODUCT COMPARISONS—Continued

IV-9. **Factor country comparisons.**--For the factors listed below, please rate how xanthan gum produced in each country you identified in your response to the first question in Part IV compares with xanthan gum produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

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

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS—Continued

IV-9. Continued.

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

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS—Continued

IV-10. **Minimum quality**--How often does xanthan gum from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Austria	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-11. **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.

PART IV.—PRODUCT COMPARISONS—Continued

IV-12. **Lead times.**--What is your share of purchases of xanthan gum produced in the United States, 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 purchases of xanthan gum?

UNITED STATES

<u>Source</u>	<u>Share of 2012 purchases</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

AUSTRIA

<u>Source</u>	<u>Share of 2012 purchases</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

CHINA

<u>Source</u>	<u>Share of 2012 purchases</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.
