

**U.S. PRODUCERS' QUESTIONNAIRE**

**POLYVINYL ALCOHOL FROM CHINA, JAPAN, AND KOREA**

This questionnaire must be received by the Commission by **January 12, 2015**

*See the last page for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the antidumping duty orders concerning polyvinyl alcohol ("PVA") from China, Japan, and Korea (Inv. Nos. 731-TA-1014, 1016, and 1017 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).**

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm produced PVA (defined on following page) at any time since January 1, 2008?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> (PIN: PVAL)</p>
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**CERTIFICATION**

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout 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.*

_____ <b>Name of Authorized Official</b>	_____ <b>Title of Authorized Official</b>	_____ <b>Date</b>
_____ <b>Signature</b>	_____ <b>Phone:</b>	_____ <b>Email address</b>
	_____ <b>Fax:</b>	

**PART I.—GENERAL INFORMATION**

**Background.**-- On July 2, 2003, the Department of Commerce issued an antidumping duty order on imports of polyvinyl alcohol ("PVA") from Japan (68 FR 39518). On October 1, 2003, the Department of Commerce issued antidumping duty orders on imports of PVA from China and Korea (68 FR 56620-56621). On March 3, 2014, the Commission instituted reviews pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the orders would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time (79 FR 11821). If the Commission makes affirmative determinations, the orders will remain in place. If the Commission makes negative determinations, the Department of Commerce will revoke the orders. Questionnaires and other information pertinent to this proceeding are available at [http://www.usitc.gov/trade\\_remedy/731\\_ad\\_701\\_cvd/investigations/2014/pva/reviewphase.htm](http://www.usitc.gov/trade_remedy/731_ad_701_cvd/investigations/2014/pva/reviewphase.htm).

**Polyvinyl Alcohol ("PVA").**—All PVA hydrolyzed in excess of 80 percent, whether or not mixed or diluted with commercial levels of defoamer or boric acid, except as noted below. The following products are specifically **excluded** from the scope of these reviews:

- (1) PVA in fiber form.
- (2) PVA with hydrolysis less than 83 mole percent and certified not for use in the production of textiles.
- (3) PVA with hydrolysis greater than 85 percent and viscosity greater than or equal to 90 cps.
- (4) PVA with a hydrolysis greater than 85 percent, viscosity greater than or equal to 80 cps but less than 90 cps, certified for use in an ink jet application.
- (5) PVA for use in the manufacture of an excipient or as an excipient in the manufacture of film coating systems which are components of a drug or dietary supplement, and accompanied by an end-use certification.
- (6) PVA covalently bonded with cationic monomer uniformly present on all polymer chains in a concentration equal to or greater than one mole percent.
- (7) PVA covalently bonded with carboxylic acid uniformly present on all polymer chains in a concentration equal to or greater than two mole percent, certified for use in a paper application.
- (8) PVA covalently bonded with thiol uniformly present on all polymer chains, certified for use in emulsion polymerization of non-vinyl acetic material.
- (9) PVA covalently bonded with paraffin uniformly present on all polymer chains in a concentration equal to or greater than one mole percent.
- (10) PVA covalently bonded with silan uniformly present on all polymer chains certified for use in paper coating applications.
- (11) PVA covalently bonded with sulfonic acid uniformly present on all polymer chains in a concentration level equal to or greater than one mole percent.
- (12) PVA covalently bonded with acetoacetylate uniformly present on all polymer chains in a concentration level equal to or greater than one mole percent.
- (13) PVA covalently bonded with polyethylene oxide uniformly present on all polymer chains in a concentration level equal to or greater than one mole percent.
- (14) PVA covalently bonded with quaternary amine uniformly present on all polymer chains in a concentration level equal to or greater than one mole percent.
- (15) PVA covalently bonded with diacetoneacrylamide uniformly present on all polymer chains in a concentration level greater than three mole percent, certified for use in a paper application.

The merchandise subject to these reviews is currently classifiable under subheading 3905.30.00 of the Harmonized Tariff Schedule of the United States (HTSUS).

**PVB grade PVA.**--PVA for use in polyvinyl butyral.

**Reporting of information.**--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, purchaser, and/or foreign producer questionnaire), you need not respond to duplicated questions.

**Confidentiality.**--The commercial and financial data furnished in response to the enclosed questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. §1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in the enclosed questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all your files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to the questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with the proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. §1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR §207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

**"Establishment"**--Each facility of a firm involved in the production of PVA, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: <hr/>			

I-3. **Position regarding continuation of orders.**--Does your firm support or oppose continuation of the antidumping duty orders currently in place for PVA from the following countries?

Country	Support	Oppose	Take no position
<b>China</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Japan</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Korea</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership (percent)</b>

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing PVA from China, Japan, or Korea into the United States or that are engaged in exporting PVA from China, Japan, or Korea to the United States?

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing PVA from countries other than China, Japan, and Korea into the United States or that are engaged in exporting PVA from countries other than China, Japan, and Korea to the United States?

No             Yes--List the following information.

<b>Firm name and country</b>	<b>Address</b>	<b>Affiliation</b>

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of PVA?

No             Yes--List the following information.

Firm name	Address	Affiliation

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for PVA?

No	Yes	If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

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

Further information on this part of the questionnaire can be obtained from **Mary Messer** ([mary.messer@usitc.gov](mailto:mary.messer@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 production of PVA since January 1, 2008.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Plant openings	
<input type="checkbox"/>	Plant closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or production curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

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

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PVA (in 1,000 pounds) for 2014 and 2015.**

**For question II-4, if your firm's response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your firm's operations or organization (as noted above) relating to the production of PVA in the future if the antidumping duty order on PVA from China, Japan, or Korea were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce PVA (in 1,000 pounds) for 2014 and 2015.**



II-5a. **Overall capacity and production using same machinery.**-- Please report your firm's production of products made on the same equipment and machinery used to produce PVA, and the combined production capacity on this shared equipment and machinery.

**"Average production capacity" or "capacity"** – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

(Quantity in 1,000 pounds)								
Item	Calendar year						Jan-Sept	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Overall production capacity</b>								
<b>Production of:</b>								
<b>PVA (subject)<sup>1</sup></b>	0	0	0	0	0	0	0	0
PVA (excluded) <sup>2</sup>								
Other products <sup>3</sup>								
<b>Total</b>	0	0	0	0	0	0	0	0
<sup>1</sup> Data entered for production of PVA will populate here once reported in question II-6. <sup>2</sup> For a listing of excluded PVA items, see page 2. Please identify the PVA excluded items for which data are reported:  <sup>3</sup> Please identify the other products:								

II-5b. **Operating parameters.**--The production capacity reported in II-5a is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-5c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-5a, and explain any changes in reported capacity.

II-5d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-5e. **Product shifting.**—Is your firm able to switch production (capacity) between PVA and other products using the same equipment and/or labor?

No       Yes-- (i.e., have produced other products or are able to produce other products).  
Please identify other actual or potential products:

II-5f. **Factors that affect product shifting.**— Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-6. **Capacity, production, shipment and inventory data.**--Report your firm's production capacity, production, shipments, and inventories related to the production of PVA in its U.S. establishment(s) during the specified periods.

**"U.S. commercial shipments"**—Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Internal consumption"**— Product consumed internally by your firm.

**"Transfers to related firms"**—Shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"**—A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

**"Export shipments"**—Shipments to destinations outside the United States, including shipments to related firms.

**"Inventories"**— Finished goods inventory, not raw materials or work-in-progress.

II-6. **Capacity, production, shipment and inventory data.--Continued**

Quantity (in 1,000 pounds) and value (in \$1,000)								
Item	Calendar year						January-September	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Average production capacity<sup>1</sup> (quantity) (A)</b>								
<b>Beginning-of-period inventories (quantity) (B)</b>								
<b>Production (quantity) (C)<sup>2</sup></b>								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
<i>quantity (D)</i>								
<i>value (E)</i>								
<b>Internal consumption:<sup>3</sup></b>								
<i>quantity (F)</i>								
<i>value (G)</i>								
<b>Transfers to related firms:<sup>2</sup></b>								
<i>quantity (H)</i>								
<i>value (I)</i>								
<b>Export shipments:<sup>4</sup></b>								
<b>Commercial export shipments:</b>								
<i>quantity (J)</i>								
<i>value (K)</i>								
<b>Export to related firms:<sup>3</sup></b>								
<i>quantity (L)</i>								
<i>value (M)</i>								
<b>End-of-period inventories (quantity) (N)</b>								

<sup>1</sup> The production capacity reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Indicate the percentage of your firm's total 2013 PVA production that was "off-grade" or "off-spec" polyvinyl alcohol \_\_\_\_\_ %

<sup>3</sup> Internal consumption and transfers to related firms should be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: \_\_\_\_\_

<sup>4</sup> Identify your firm's principal export markets: \_\_\_\_\_.



II-8. **Employment data.**--Report your firm's employment data related to the production of PVA and provide an explanation for any trends in these data.

**"Production Related Workers" (PRWs)** includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

**"Hours worked"** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Item	Calendar year						January-September	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Employment data:</b>								
Average number of PRWs ( <i>number</i> ) (Q)								
Hours worked by PRWs ( <i>1,000 hours</i> ) (R)								
Wages paid to PRWs ( <i>value</i> ) (S)								

Explanation of trends:

II-9. **Transfers to related firms.**--If your firm reported transfers to related firms in question II-6, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-10. **End use applications.**--Please identify the end use applications for the PVA produced and consumed, shipped domestically, or exported by your firm in 2013 and interim 2014. If more than one application is listed, please estimate the quantity produced (*in 1,000 pounds*) for each end use. **Total reported shipments as shown below should equal total shipments reported by your firm in II-6 (lines D, F, H, J, and L).**

<b>Quantity (in 1,000 pounds)</b>		
<b>End use application</b>	<b>Calendar 2013</b>	<b>Jan – Sept 2014</b>
<b>U.S. commercial shipments</b>		
PVB		
Textiles		
Paper		
Adhesives		
Emulsion polymerization		
Building materials		
Pharmaceuticals		
Other (specify) <sup>1</sup>		
<b>TOTAL, U.S. commercial shipments (D)</b>		
<b>U.S. internal consumption/transfers to related firms in U.S.</b>		
PVB		
Textiles		
Paper		
Adhesives		
Emulsion polymerization		
Building materials		
Pharmaceuticals		
Other (specify) <sup>2</sup>		
<b>TOTAL, U.S. internal consumption/transfers (F+H)</b>		
<b>Exports (commercial and transfers)</b>		
PVB		
Textiles		
Paper		
Adhesives		
Emulsion polymerization		
Building materials		
Pharmaceuticals		
Other (specify) <sup>3</sup>		
<b>TOTAL, exports (commercial/transfers) (J+L)</b>		

<sup>1</sup> Specify applications reported for "other" U.S. commercial shipments \_\_\_\_\_

<sup>2</sup> Specify applications reported for "other" U.S. internal consumption/transfers \_\_\_\_\_

<sup>3</sup> Specify applications reported for "other" exports \_\_\_\_\_

**II-10. End use applications--Continued**

**RECONCILIATION OF END USE APPLICATIONS.**--Please ensure that the total quantities reported in item II-10 for end use applications in each time period specified equal the quantities reported in item II-6 for U.S. commercial shipments (i.e., line D), U.S. internal consumption/transfers (F+H), and exports (commercial/transfers) (J+L) in each specified time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

<b>End Use Applications Reconciliation item</b>	<b>Calendar 2013</b>	<b>Jan-Sept 2014</b>
U.S. commercial shipments (line D item II-6) – (line D item II-10) = zero ("0"), if not revise.	0	0
U.S. internal consumption/transfers (lines F+H item II-6) – (lines F+H item II-10) = zero ("0"), if not revise.	0	0
Exports (commercial/transfers) (lines J+L item II-6) – (lines J+L item II-10) = zero ("0"), if not revise.	0	0

II-11. **Hydrolysis levels.**--Please identify the range of hydrolysis levels for the PVA produced and consumed, shipped domestically, or exported by your firm in 2013 and interim 2014. Please estimate the quantity produced (in 1,000 pounds) for each hydrolysis level. **Total reported shipments as shown below should equal total shipments reported by your firm in II-6 (lines D, F, H, J, and L).**

<b>Quantity (in 1,000 pounds)</b>		
<b>Hydrolysis level</b>	<b>Calendar 2013</b>	<b>Jan – Sept 2014</b>
<b>U.S. commercial shipments</b>		
Greater than or equal to 97 percent		
Greater than 85 percent but less than 97 percent		
Greater than 80 percent but less than or equal to 85 percent		
<b>TOTAL, commercial shipments (D)</b>		
<b>U.S. internal consumption/transfers to related firms in U.S.</b>		
Greater than or equal to 97 percent		
Greater than 85 percent but less than 97 percent		
Greater than 80 percent but less than or equal to 85 percent		
<b>TOTAL, U.S. internal consumption/transfers (F+H)</b>		
<b>Exports (commercial and transfers)</b>		
Greater than or equal to 97 percent		
Greater than 85 percent but less than 97 percent		
Greater than 80 percent but less than or equal to 85 percent		
<b>TOTAL, exports (commercial/transfers) (J+L)</b>		

**RECONCILIATION OF HYDROLYSIS LEVELS.**--Please ensure that the total quantities reported in item II-11. for hydrolysis levels in each time period specified equal the quantities reported in item II-6 for U.S. commercial shipments (i.e., line D), U.S. internal consumption/transfers (F+H), and exports (commercial/transfers) (J+L) in each specified time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

<b>HYDROLYSIS LEVELS Reconciliation item</b>	<b>Calendar 2013</b>	<b>Jan-Sept 2014</b>
U.S. commercial shipments (line D item II-6) – (line D item II-11) = zero ("0"), if not revise.	0	0
U.S. internal consumption/transfers (lines F+H item II-6) – (lines F+H item II-11) = zero ("0"), if not revise.	0	0
Exports (commercial/transfers) (lines J+L item II-6) – (lines J+L item II-11) = zero ("0"), if not revise.	0	0



II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased PVA since January 1, 2008?

- No                       Yes-- Please indicate the reasons for your firm's purchases (if your firm's reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods.

**"Purchase"** – A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

**"Direct import"** –A transaction to buy from a foreign producer where your firm is the importer of record or consignee.

Reason for purchases:

<b>(Quantity in 1,000 pounds)</b>						
<b>Item</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
<b>Purchases from U.S. importers<sup>1</sup> of PVA from—</b>						
CHINA						
JAPAN						
KOREA						
TAIWAN						
Other countries						
<b>Purchases from domestic producers<sup>2</sup></b>						
<b>Purchases from other sources<sup>2</sup></b>						
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier. _____ _____						
<sup>2</sup> Please list the name of the producer(s) or other U.S. distributor(s) from which your firm purchased this product. _____ _____						

II-13. **Toll production.**--Since January 1, 2008, has your firm been involved in a toll agreement regarding the production of PVA?

- No                       Yes-- Please describe the toll arrangement(s) and name the firm(s) involved

II-14a. **Firm's FTZ operations.**--Does your firm produce PVA in and/or admit PVA into a foreign trade zone (FTZ)?

**"Foreign trade zone"** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

- No                       Yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).

II-14b. **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import PVA into a foreign trade zone (FTZ) for use in distribution of PVA and/or the production of downstream articles?

- No/Don't know                       Yes--Identify the firms and the FTZs.

II-15. **Direct imports.**--Since January 1, 2008, has your firm imported PVA?

**"Importer"** – The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

- No                       Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

**For questions II-16 and II-17, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

II-16. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of PVA from China, Japan, and Korea in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

II-17. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of PVA in the future if the antidumping duty orders on PVA from China, Japan, and Korea were to be revoked?

- No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

II-18. **Other explanations:**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432, charles.yost@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	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
 If your firm's fiscal year changed during the data-collection period, explain below:

\_\_\_\_\_

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include PVA:

\_\_\_\_\_

2. Does your firm prepare profit/loss statements for PVA:

Yes       No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited,    unaudited,    annual reports,    10Ks,    10 Qs,  
 Monthly,    quarterly,    semi-annually,    annually

4. Accounting basis:  GAAP,    cash,    tax, or    other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes PVA, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

--

III-5. **Other products.**--Please list the products your firm produces in the facilities in which it produces PVA, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year.

Products	Share of sales
PVA (as defined)	%
PVA (excluded forms)	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of PVA from any related parties?

Yes--Continue to question III-7.     
  No--Continue to question III-9a.

III-7. **Inputs from related parties.**--In the space provided below, identify the inputs used in the production of the subject product that your firm purchases from related parties. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related party	Share of total COGS
<b>Input valuation</b>		

III-8. **Inputs purchased from related parties.**--Please confirm that the inputs purchased from related parties, as identified in III-7, were reported in III-9a (financial results on PVA) in a manner consistent with the firm's accounting books and records.

Yes

No--In the space below, please report the valuation basis of inputs purchased from related parties as reported in table III-9a.

--

III-9a. **Operations on PVA.**--Report the revenue and related cost information requested below on the PVA operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost (202-205-3432, charles.yost@usitc.gov) before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities	0	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0
<b>Other expenses and income:</b>						
Interest expense						
All other expense items						
All other income items						
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0	0
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant to question III-8.

<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>4</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-9a. **Operations on PVA.**--Continued

<b>Quantity (in 1,000 pounds) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-September 2013</b>	<b>January-September 2014</b>
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales ("CS")		
Internal consumption ("IC")		
Transfers to related firms ("Transfers")		
Total net sales quantities	0	0
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS	0	0
<b>Gross profit or (loss)</b>	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
<b>Operating income (loss)</b>	0	0
<b>Other expenses and income:</b>		
Interest expense		
All other expense items		
All other income items		
<b>Net income or (loss) before income taxes</b>	0	0
<b>Depreciation/amortization included above</b>		
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant to question III-8. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-7.		

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*



III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-9a; *i.e.*, if an aggregate nonrecurring item has been allocated to table III-9a, only the allocated value amount included in table III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in table III-9a.

	Fiscal years ended--						January-September	
	2008	2009	2010	2011	2012	2013	2013	2014
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is classified.	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-9a. <b>Value (\$1,000)</b>							
1.           , classified								
2.           , classified								
3.           , classified								
4.           , classified								
5.           , classified								
6.           , classified								
7.           , classified								

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in table III-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-10 information designates where these items are reported in table III-9a.

--

III-12. **By-product revenues.**--For each annual and interim period for which financial results are reported in question III-9a, please report the revenues from the sales of byproducts that are generated by the production of PVA in the schedule below, the specific table III-9a line item where the byproduct credit is included.

	Fiscal years ended--						January-September	
	2008	2009	2010	2011	2012	2013	2013	2014
<p><b>Sales of byproducts:</b> In this column please provide a brief description of byproduct and indicate the specific line item in table III-9a where the nonrecurring item is classified. If not included in table III-9a, please state that it was not included.</p>	<p><b>Byproduct sales:</b> In these columns please report the revenues of the byproduct.</p> <p style="margin-left: 200px;"><b>Value (\$1,000)</b></p>							
1.								
2.								
Item 1, classified:								
Item 2, classified:								

III-13. **Merchant market operations on PVA.**--Report the revenue and related cost information requested below on the merchant market PVA operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Charles Yost (202-205-3432, [charles.yost@usitc.gov](mailto:charles.yost@usitc.gov)) before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
<b>Net sales quantities:</b> <sup>3</sup>						
Commercial sales ("CS")						
Total net sales quantities	0	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>						
Commercial sales						
Total net sales values	0	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>						
Raw materials						
Direct labor						
Other factory costs						
Total COGS	0	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0	0

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. Do not include data for internal consumption or transfers (including export transfers).

<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant to question III-8.

<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire for U.S. commercial shipments and exports (excluding exports to related firms).

<sup>4</sup> COGS (whether for domestic or export sales) should include costs associated with commercial sales (and commercial exports).

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-13. **Operations on PVA.**—*Continued*

<b>Quantity (in 1,000 pounds) and value (in \$1,000)</b>		
<b>Item</b>	<b>January-September 2013</b>	<b>January-September 2014</b>
<b>Net sales quantities:</b> <sup>3</sup>		
Commercial sales ("CS")		
Total net sales quantities	0	0
<b>Net sales values:</b> <sup>3</sup>		
Commercial sales		
Total net sales values	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>		
Raw materials		
Direct labor		
Other factory costs		
Total COGS	0	0
<b>Gross profit or (loss)</b>	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses	0	0
<b>Operating income (loss)</b>	0	0
<sup>1</sup> Include only sales (whether <u>domestic or export</u> ) and costs related to your <u>U.S. manufacturing operations</u> . Do not include data for internal consumption or transfers (including export transfers). <sup>2</sup> Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant to question III-8. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire for U.S. commercial shipments and exports (excluding exports to related firms). <sup>4</sup> COGS (whether for domestic or export sales) should include costs associated with commercial sales (and commercial exports).		

*Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.*

III-14. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of PVA. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for PVA in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's six most recently completed fiscal years.

**Note:** Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject product if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	2008	2009	2010	2011	2012	2013
<b>Total assets (net)</b> <sup>1</sup>						
<sup>1</sup> Describe _____						

III-15a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on PVA. Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)								
Item	Fiscal years ended--						January-September	
	2008	2009	2010	2011	2012	2013	2013	2014
Capital expenditures								
Research and development expenses								

III-15b. **Capital expenditures.**—Please indicate the nature, focus, and significance of your firm's capital expenditures on the subject product.

III-16. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, 12, and 13a are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Samantha Day (202-205-2088, Samantha.Day@usitc.gov).

IV-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**

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. **end user** customers since 2008 of the following products produced by your firm. Reported data should not include merchandise marketed to customers as "off-grade" or "off-spec."

**Product 1.**-- PVA for use in textile applications with a range of hydrolysis between 89-100 (percent) and a viscosity between 13-35 (centipois), sold in bags

**Product 2.**-- PVA for use in adhesive applications with a range of hydrolysis between 80-100 (percent) and a viscosity between 20-35 (centipois), sold in bags

**Product 3.**-- PVA for use in paper applications with a range of hydrolysis between 87-100 (percent) and a viscosity between 13-55 (centipois), sold in bags

**Product 4.**-- PVA for use in adhesive applications with a range of hydrolysis between 80-100 (percent) and a viscosity between 0-19 (centipois), sold in bags

**Product 5.**-- PVA for use in adhesive applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 36-55 (centipois), sold in bags

**Product 6.**-- PVA for use in PVB applications with a range of hydrolysis between 98-100 (percent) and a viscosity between 28-32 (centipois), sold in bulk (i.e. packed in railcars rather than bags)

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

During January 2008-September 2014, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data tables as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm to unrelated U.S. **end user** customers. Reported data should not include merchandise marketed to customers as "off-grade" or "off-spec."

**Report data in 1,000 pounds and actual dollars (not 1,000s).**

<b>(Quantity in 1,000 pounds, value in dollars)</b>						
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2010:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2011:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						
July-September						

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1:

Product 2:

Product 3:



IV-2. **Pricing data (continued).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm to unrelated U.S. **end user** customers. Reported data should not include merchandise marketed to customers as "off-grade" or "off-spec."

**Report data in 1,000 pounds and actual dollars (not 1,000s).**

<i>(Quantity in 1,000 pounds, value in dollars)</i>						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2010:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2011:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2012:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2013:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2014:</b>						
January-March						
April-June						
July-September						

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 4:

Product 5:

Product 6:

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of PVA (*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"/>	

IV-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"/>	

IV-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced PVA?

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

(b) On what basis are your firm's prices of domestic PVA usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced PVA in 2013 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries up to 12 months)	Spot sales (for a single delivery)	
Share of your 2013 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for PVA (or check “not applicable” if your firm does not sell on a long-term, annual, and/or short-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		365	
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is the typical lead time between a customer’s order and the date of delivery for your firm’s sales of your firm’s U.S.-produced PVA?

<b>Source</b>	<b>Share of 2013 sales</b>	<b>Lead time (days)</b>
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

**IV-9. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of PVA that is accounted for by U.S. inland transportation costs?        %
  
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 your firm     purchaser (check one)
  
- (c) Indicate the approximate percentage of your firm's sales of PVA that are delivered the following distances from your firm's production facility.

<b>Distance from production facility</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total (should sum to 100.0%)</b>	<b>0.0 %</b>

IV-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced PVA since January 1, 2008 (check all that apply)?

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

IV-11a. **End uses.**--List the end uses of the PVA that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by PVA and other inputs?

<b>End use product</b>	<b>Share of total cost of end use product accounted for by</b>		<b>Total (should sum to 100.0% across)</b>
	<b>PVA</b>	<b>Other inputs</b>	
	%	%	<b>100.0 %</b>
	%	%	<b>100.0 %</b>
	%	%	<b>100.0 %</b>

IV-11b. **Changes in end uses.**--Have there been any changes in the end uses of PVA since January 1, 2008? Do you anticipate any future changes?

<b>Changes in end uses</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-12a. **Substitutes.**-- Can other products be substituted for PVA?

No       Yes--Please fill out the table.

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

IV-12b. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for PVA since January 1, 2008? Do you anticipate any future changes?

<b>Changes in substitutes</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for PVA has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
<b>Demand since 2008</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated future demand</b>					
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Raw materials.**-- Indicate how PVA raw materials prices have changed since January 1, 2008, and how you expect they will change in the future.

Raw materials prices	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for PVA.
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Availability of supply.**--Has the availability of PVA in the U.S. market changed since January 1, 2008? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
<b>Changes since January 1, 2008:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Anticipated changes:</b>			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Export constraints.**--Describe how easily your firm can shift its sales of PVA between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting PVA between the U.S. and alternative country markets within a 12-month period.

IV-17. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of PVA since January 1, 2008? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since January 1, 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-18. Conditions of competition.--**

(a) Is the PVA market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to PVA?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question IV-19.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for PVA since January 1, 2008?

<b>No</b>	<b>Yes</b>	<b>If yes, describe.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**IV-19. Price comparisons.--**Please compare market prices of PVA in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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**IV-20. Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss PVA supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, Japan, and/or Korea, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.



IV-21. **Barriers to trade.**--Are your firm's exports of PVA subject to any tariff or non-tariff barriers to trade in other countries?

<b>No</b>	<b>Yes</b>	<b>If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2008, or that are expected to occur in the future.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

IV-22. **Interchangeability.**--Is PVA 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

<b>Country-pair</b>	China	Japan	Korea	Taiwan	Other countries
United States					
China	X				
Japan	X	X			
Korea	X	X	X		
Taiwan	X	X	X	X	
For any country-pair producing PVA which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:					

IV-23. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between PVA 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 O 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

O = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	China	Japan	Korea	Taiwan	Other countries
United States					
China	X				
Japan	X	X			
Korea	X	X	X		
Taiwan	X	X	X	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of PVA, identify the country-pair and report the advantages or disadvantages imparted by such factors:					

IV-24. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

## **HOW TO FILE YOUR QUESTIONNAIRE RESPONSE**

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at [http://www.usitc.gov/trade\\_remedy/731\\_ad\\_701\\_cvd/investigations/2014/pva/reviewphase.htm](http://www.usitc.gov/trade_remedy/731_ad_701_cvd/investigations/2014/pva/reviewphase.htm).

**Please do not attempt to modify the format or permissions of the questionnaire document.** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• **Upload via Secure Drop Box.**—Upload the completed questionnaire in MS Word format along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/> **Pin:** PVAL

• **E-mail.**—E-mail your questionnaire to [mary.messer@usitc.gov](mailto:mary.messer@usitc.gov); include a scanned copy of the signed certification page (page 1). *Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.*

**If your firm did not produce or export this product,** please fill out page 1, print, sign, and submit a scanned copy to the Commission.

**Parties to this proceeding.**—If your firm is a party to this proceeding, you are required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR §207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.