

PRODUCERS' QUESTIONNAIRE
POLYVINYL ALCOHOL FROM CHINA, GERMANY, JAPAN, AND KOREA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 25, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning polyvinyl alcohol ("PVA") from China, Germany, Japan, and Korea (invs. Nos. 731-TA-1014-1017 (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)).

| |
|---|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced polyvinyl alcohol (as defined in the instruction booklet) at any time since January 1, 2000?</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, sign the certification, and return the entire questionnaire to the Commission)</p> |
|---|

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 signing 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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. 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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

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

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PVA from China, Germany, Japan, or Korea into the United States or which are engaged in exporting PVA from China, Germany, Japan, or Korea to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Debra Baker (202-205-3180).
Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of PVA since January 1, 2000?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-9. Does your firm internally transfer any portion of its production of PVA for use in the production of a downstream product?

No—Skip questions II-10 to II-16 Yes—Complete questions II-10 to II-16

II-10. Approximately what portion (*in percent*) of the volume of your firm's production of PVA in 2002 was transferred internally for your production of downstream product(s)?

II-11 (a) Please specifically identify the downstream products that your firm produces from your firm's internal transfers of PVA (*e.g.*, PVB, PVB sheet, etc.).

(b) Please describe the production process used to produce the downstream product(s).

II-12. Was all of the PVA that your company transferred for internal processing processed into a downstream product?

Yes No—Please report whether the PVA was sold instead in the merchant market (as PVA), was unusable, and/or was used for some purpose other than for processing into a downstream product by your firm. If some of the PVA intended for internal processing was instead sold in the merchant market (as PVA), please report the quantity (*in 1,000 pounds*) that you sold in the merchant market in 2002.

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

II-13. What share of the raw material cost of producing each of your downstream product(s) (e.g., PVB, PVB sheet, etc.) in 2002 is accounted for by each raw material input listed below? If your firm produces more than one downstream product, please photocopy this page and complete question II-13 for each downstream product.

| Downstream product _____ | Share of raw material cost in 2002 accounted for by raw material input (in percent) |
|-----------------------------|---|
| Raw material inputs: | |
| PVA | |
| Other _____ | |
| Other _____ | |
| Other _____ | |

II-14. In 2002, was the PVA that you sold in the merchant market generally used in the production of downstream products by your customers?

No Don't know

Yes--Please identify your two major customers, the major downstream product(s) involved, and the approximate portion (*in percent*) of the volume of your merchant market sales of PVA in 2002 that was used in the production of downstream products by **all** your customers.

II-15. In 2002, was any portion of your merchant market sales of PVA used by your customers to produce the same downstream product(s) that your firm produces from PVA that you produced ?

No Don't know

Yes--Please indicate the approximate portion (*in percent*) of the volume of your merchant market sales of PVA in 2002 that was used in the production of the same downstream products that your firm produces from your PVA.

II-16. Does the PVA that your firm produces and captively consumes differ from the PVA sold by your firm in the merchant market?

We don't sell PVA in the merchant market. No

Yes--Please explain any differences.

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

II-17. Since January 1, 2000, has your firm imported PVA?

No

Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-18. Please list your firm's production quantities of the following hydrolysis ranges of PVA during the specified periods. **Total reported production as shown below should equal total production reported by your firm in question II-19.**

| <i>(Quantity in 1,000 pounds)</i> | | | |
|------------------------------------|----------------|------|------|
| Item | Calendar years | | |
| | 2000 | 2001 | 2002 |
| Greater than or equal to 97% | | | |
| Greater than 85% but less than 97% | | | |
| Greater than 80% up to 85% | | | |
| TOTAL | | | |

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

II-19. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of PVA in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

| (Quantity in 1,000 pounds, value in \$1,000) | | | |
|--|-----------------------|-------------|-------------|
| Item | Calendar years | | |
| | 2000 | 2001 | 2002 |
| AVERAGE PRODUCTION CAPACITY (<i>quantity</i>) | | | |
| BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>) | | | |
| PRODUCTION (<i>quantity</i>) | | | |
| U.S. SHIPMENTS: | | | |
| Commercial shipments: | | | |
| <i>Quantity</i> of commercial shipments | | | |
| <i>Value</i> of commercial shipments | | | |
| Internal consumption: | | | |
| <i>Quantity</i> of internal consumption | | | |
| <i>Value</i> ¹ of internal consumption | | | |
| Transfers to related firms: | | | |
| <i>Quantity</i> of transfers to related firms | | | |
| <i>Value</i> ¹ of transfers to related firms | | | |
| EXPORT SHIPMENTS:² | | | |
| <i>Quantity</i> of export shipments | | | |
| <i>Value</i> of export shipments | | | |
| END-OF-PERIOD INVENTORIES ³ (<i>quantity</i>) | | | |
| U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>) | | | |
| U.S. SHIPMENTS TO END USERS (<i>quantity</i>) | | | |
| AVERAGE NUMBER OF PRWs | | | |
| HOURS WORKED BY PRWs (<i>1,000 hours</i>) | | | |
| WAGES PAID TO PRWs (<i>value</i>) | | | |
| <p>¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use 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 2000, 2001, and 2002 below:</p> | | | |
| <p>² Identify your principal export markets: _____</p> | | | |
| <p>³ <u>Reconciliation of data</u>.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> | | | |
| <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> | | | |

PART II--TRADE AND RELATED INFORMATION--Continued

II-20. If you reported transfers to related firms, 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 by market 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-21. If you reported exports, please explain the reason for any disparity, if any exists, between your firm's export average unit values (value/quantity) and your firm's domestic commercial shipments average unit value.

II-22. Please list the enduse application(s) for the PVA produced by your firm in 2002. (If more than one application is listed, please estimate the volume (in 1,000 pounds) and the share of total production for each end use.) **Total reported production as shown below should equal total production reported by your firm in question II-19.**

| Enduse application | Volume (in 1,000 pounds) | Share (in percent) of 2002 production |
|-------------------------|--------------------------|---------------------------------------|
| Emulsion polymerization | | |
| Paper | | |
| Adhesives | | |
| Textile | | |
| PVB | | |
| Building materials | | |
| Pharmaceuticals | | |
| Other _____ | | |
| Other _____ | | |
| Unknown | | |
| TOTAL | | |

II-23. At any time since January 1, 2000, has your firm produced polyvinyl alcohol other than PVA as defined in the instruction booklet (i.e., one of the excluded polyvinyl alcohol products)?

No
 Yes—Indicate the type(s) and amounts (in 1,000 pounds) of such polyvinyl alcohol your firm produced in 2002.

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

II-24. Other than direct imports, has your firm otherwise purchased PVA since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

| <i>(Quantity in 1,000 pounds, value in \$1,000)</i> | | | |
|---|----------------|------|------|
| Item | Calendar years | | |
| | 2000 | 2001 | 2002 |
| PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM-- | | | |
| CHINA: | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| GERMANY: | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| JAPAN: | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| KOREA: | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| ALL OTHER COUNTRIES (please list country(ies)) _____: | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| PURCHASES FROM DOMESTIC PRODUCERS:² | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| PURCHASES FROM OTHER SOURCES:² | | | |
| <i>Quantity</i> | | | |
| <i>Value</i> | | | |
| ¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> | | | |
| ² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on PVA--Report the revenue and related cost information requested below on the PVA operations of your U.S. establishment(s).¹ 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. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| (Quantity in 1,000, value in \$1,000) | | | |
|--|-----------------------------|-------|-------|
| Item | Fiscal years ended-- | | |
| | _____ | _____ | _____ |
| Net sales quantities:² | | | |
| Commercial sales | | | |
| Internal consumption | | | |
| Transfers to related firms | | | |
| Total net sales quantities | | | |
| Net sales values:² | | | |
| Commercial sales | | | |
| Internal consumption | | | |
| Transfers to related firms | | | |
| Total net sales values | | | |
| Cost of goods sold (including internal consumption and transfers to related firms): | | | |
| Raw materials | | | |
| Direct labor | | | |
| Other factory costs | | | |
| Total cost of goods sold | | | |
| Gross profit or (loss) | | | |
| Selling, general, and administrative (SG&A) expenses: | | | |
| Selling expenses | | | |
| General and administrative expenses | | | |
| Total SG&A expenses | | | |
| Operating income or (loss) | | | |
| Other income and expenses: | | | |
| Interest expense | | | |
| All other expense items | | | |
| All other income items | | | |
| All other income or expenses, net | | | |
| Net income or (loss) before income taxes | | | |
| Depreciation/amortization included above | | | |
| ¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-7. Operations on PVA Commercial Sales Only.--Report the revenue and related cost information requested below on the PVA operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| (Quantity in 1,000 pounds, value in \$1,000) | | | |
|--|-----------------------------|-------|-------|
| Item | Fiscal years ended-- | | |
| | _____ | _____ | _____ |
| Net sales quantities:² | | | |
| Commercial sales | | | |
| Net sales values:² | | | |
| Commercial sales | | | |
| Cost of goods sold: | | | |
| Raw materials | | | |
| Direct labor | | | |
| Other factory costs | | | |
| Total cost of goods sold | | | |
| Gross profit or (loss) | | | |
| Selling, general, and administrative (SG&A) expenses: | | | |
| Selling expenses | | | |
| General and administrative expenses | | | |
| Total SG&A expenses | | | |
| Operating income or (loss) | | | |
| Other income and expenses: | | | |
| Interest expense | | | |
| All other expense items | | | |
| All other income items | | | |
| All other income or expenses, net | | | |
| Net income or (loss) before income taxes | | | |
| Depreciation/amortization included above | | | |
| ¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² 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. | | | |

PART III.--FINANCIAL INFORMATION--Continued

III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on PVA, and the values of the property, plant, and equipment used in the production of PVA. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

| (Value in \$1,000) | | | |
|--|----------------------|-------|-------|
| Item | Fiscal years ended-- | | |
| | _____ | _____ | _____ |
| Capital expenditures | | | |
| Research and development expenditures | | | |
| Property, plant, and equipment: | | | |
| Original cost | | | |
| Book value | | | |

III-9. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of PVA from China, Germany, Japan, or Korea?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-10. Does your firm anticipate any negative impact of imports of PVA from China, Germany, Japan, or Korea?

- No Yes--My firm anticipates negative effects as follows:

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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.¹

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

| (Quantity in pounds, value in dollars) | | |
|--|----------|------------------------|
| Period of shipment | Quantity | Net Value ² |
| 2000: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| 2001: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| 2002: | | |
| January-March | | |
| April-June | | |
| July-September | | |
| October-December | | |
| ¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/> | | |
| ² F.o.b. your U.S.-point(s) of shipment (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods). | | |

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of PVA (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced PVA (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic PVA usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced PVA is on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of PVA? _____

IV-B-6. What is the approximate percentage of the total delivered cost of PVA that is accounted for by U.S.-inland transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-7. What is the geographic market area in the United States served by your firm's PVA?

IV-B-8. What other products may be substitutes for PVA?

IV-B-9. Describe the end uses of the PVA that you manufacture. For each end use product, what percentage of the total cost is accounted for by PVA?

IV-B-10. How has the demand within the United States (and outside the United States if known) for PVA changed since January 1, 2000? What were the principal factors affecting changes in demand?

IV-B-11. Have there been any significant changes in the product range or marketing of PVA in the past five years?

No Yes--Please describe.

IV-B-12. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the PVA they sell to your firm?

No Yes--Approximately what percent of your firm's total 2002 purchases of PVA required some form of certification or pre-qualification? _____ percent.

PART IV.--PRICING AND RELATED INFORMATION--*Continued*

Section IV-B.--PRICE-RELATED QUESTIONS--*Continued*

IV-B-12-B If yes, why does your firm need the PVA it purchases to be certified or prequalified?

IV-B-12-C If yes, list every supplier of PVA that is currently certified or prequalified by your firm.

IV-B-12-D If yes, list every supplier of PVA that is your firm is currently trying to certify or prequalify.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-13. Is PVA produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

| Country-pair | United States | China | Germany | Japan | Korea | Other countries (list country) _____ |
|---------------|---------------|-------|---------|-------|-------|---|
| United States | | | | | | |
| China | | | | | | |
| Germany | | | | | | |
| Japan | | | | | | |
| Korea | | | | | | |

¹ For any country-pair producing PVA which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14. Are differences other than price (i.e., 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 below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

| Country-pair | United States | China | Germany | Japan | Korea | Other countries (list country) |
|---------------|---------------|-------|---------|-------|-------|--------------------------------|
| United States | | | | | | |
| China | | | | | | |
| Germany | | | | | | |
| Japan | | | | | | |
| Korea | | | | | | |

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of PVA, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for PVA during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of PVA that each of these customers accounted for in 2002.

| No. | Customer's name | Street address (not P.O. box), state, and zip code | Contact person | Area code and telephone number | Share of 2002 sales (%) |
|-----|-----------------|--|----------------|--------------------------------|-------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | | | | | |

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: Did your firm lose sales of PVA to imports of these products from China, Germany, Japan, or Korea?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

| Customer name, contact person, phone and fax numbers | Product | Date of quote | Quantity (pounds) | Rejected U.S. price (total value-- dollars) | Country of origin | Accepted import price (total value- - dollars) |
|---|----------------|------------------------------|------------------------------|--|------------------------------|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

