

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

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Economics, Room 603
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 (inv. No. 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)). Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased polyvinyl alcohol (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) 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

Signature of Authorized Official

Date

() _____
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 10 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. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

I-4. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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.--PURCHASES

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	2000	2001	2002
Produced in the United States:			
<i>Quantity</i>			
<i>Value</i>			
Produced in China:			
<i>Quantity</i>			
<i>Value</i>			
Produced in Germany:			
<i>Quantity</i>			
<i>Value</i>			
Produced in Japan:			
<i>Quantity</i>			
<i>Value</i>			
Produced in Korea:			
<i>Quantity</i>			
<i>Value</i>			
Produced in all other countries:¹			
<i>Quantity</i>			
<i>Value</i>			
¹ Please identify these countries: _____			

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of PVA from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

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

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of PVA (check all that apply, noting the specific end uses if known)?

- PVB producer (_____)
- Textile product producer (_____)
- Paper producer (_____)
- Adhesives producer (_____)
- Emulsion polymerization producer (_____)
- Building products producer (_____)
- Pharmaceutical products producer (_____)
- Other end use, list end uses (_____)
- DISTRIBUTOR (_____)

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-2. If your firm is a distributor or reseller of PVA, what are the major types of consumers to which you sell PVA?

III-3. List, in order of quantity of PVA consumed, the top 5 end-use products for which your firm purchases PVA as a component part or material input. Please indicate what percentage of the total cost is accounted for by PVA.

<u>End use product</u>	<u>Percent of cost accounted for by PVA</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. If your firm is an end user of PVA, has the demand for your firm's final products incorporating PVA changed since January 1, 2000?

No Yes--Please indicate the direction of change and identify the major factors that have contributed to this change. Describe the ways in which this change has affected your firm's purchases of PVA.

III-5. Are there other products that could be substituted for PVA in its end uses?

No Yes--Please identify such substitutes. If multiple end uses exist for PVA, please discuss potential substitutes for each of the end uses.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-6. Since January 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for PVA? Have changes in these relative prices caused your firm to shift purchases from PVA to the substitute products or vice versa?

III-7. Do you compete for sales to your customers with the manufacturers or importers from which you purchase PVA?

III-8. Are you aware whether the PVA you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-9. Do you know the manufacturer of the PVA that you purchase?

Always Usually Sometimes Never

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-11. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-12. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. Has your firm's purchases of PVA changed as a result of the mid 2001 revocation of the antidumping duty orders on PVA from China, Japan, and Taiwan?

No Yes--Describe the how the revocation of the antidumping duty orders has affected, your firms purchases.

III-14. How many suppliers do you generally contact before making a purchase?

III-15. How frequently do you change suppliers?

III-16. If you have changed suppliers within the last 3 years, please give the reasons for the change.

III-17. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

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

III-18. What characteristics does your firm consider when determining the quality of a supplier's PVA?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-19. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase PVA for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-20. How often does your firm purchase the PVA that is offered at the lowest price?

Always Usually Sometimes Never

III-21. Generally, when you make a purchase does your supplier set the terms, or are terms negotiable?

Supplier sets Negotiable

III-22. Please list the names of any firms you considered price leaders in the PVA market since January 2000. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-23. Please describe how the above firm(s) exhibited price leadership.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-24. Since 2000, how frequently has the price of the PVA you are purchasing changed?

III-25. Of the total cost of the PVA that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

III-26 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.

III-26.B If yes, why does your firm need the PVA it purchases to be certified or prequalified?

III-26.C If yes, list every supplier of PVA that is currently certified or prequalified by your firm.

III-26.D If yes, list every supplier of PVA that is your firm is currently trying to certify or prequalify.

III-27. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

IV-3. Are imported and domestically produced PVA used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____ vs _____	<input type="checkbox"/> Yes	<input type="checkbox"/> No--Please explain below.
_____ vs _____	<input type="checkbox"/> Yes	<input type="checkbox"/> No--Please explain below.
_____ vs _____	<input type="checkbox"/> Yes	<input type="checkbox"/> No--Please explain below.
_____ vs _____	<input type="checkbox"/> Yes	<input type="checkbox"/> No--Please explain below.

IV-4. Do you or your customers ever specifically order PVA from one country in particular over other possible sources of supply?

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

IV-5. Are certain grades/types of PVA available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-6. Please indicate whether prices of PVA from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____

IV-7. If you purchased PVA from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

IV-8. If you purchased imported PVA during 2002, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced PVA instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Country _____ percent higher

Comments: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--*Continued*

IV-9. Since January 1, 2000, have the prices of U.S.-produced PVA generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)?

Increased (specify countries _____)

Decreased (specify countries _____)

Remained the same (specify countries _____)

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-10. For the factors listed below, please rate how PVA produced in each country you identified in your response to the first question in Part IV compares with PVA produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____ compared to _____			
(specify country)	SUPERIOR	COMPARABLE	INFERIOR
(specify country)			
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of preferred type .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of product in bulk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Hydrolysis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ash content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color/optical quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Volatility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Particle size/dust	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Supplier prequalification	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-11. For the factors listed below, please rate each in terms of its importance in your purchase decision for PVA.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of preferred type .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of product in bulk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Hydrolysis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ash content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color/optical quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Volatility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Particle size/dust	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Supplier prequalification	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of PVA purchased 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 purchases of PVA that each of these suppliers accounted for in 2002.

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