

U.S. PRODUCERS' QUESTIONNAIRE

POLYVINYL ALCOHOL FROM CHINA, JAPAN, AND KOREA

This questionnaire must be received by the Commission by no later than November 20, 2008

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning polyvinyl alcohol ("PVA") from China, Japan, and Korea (inv. Nos. 731-TA-1014, 1016, and 1017 (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 possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced PVA (as defined in the instruction booklet) at any time since January 1, 2003?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

CERTIFICATION

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

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

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

I-2. 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 continuation of the antidumping duty orders currently in place for PVA from the following countries?

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

PART I.--GENERAL INFORMATION--Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-8. 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 future market conditions for PVA?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Angela Wissler (202-708-5409, angela.wissler@usitc.gov). 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 number E-mail address

II-2. Has your firm experienced any change in the character of its operations or organization relating to the production of PVA since January 1, 2003?

- Plant openings
- Relocations
- Expansions
- Acquisitions
- Consolidations
- Closures
- Prolonged shutdowns¹
- Revised labor agreements²
- Other (please identify) _____

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

² Changes in wages, benefits, work rules, or other changes in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings, or other internal documentation that address this issue.

II-3. Does your firm anticipate any changes in the character of your 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 2008 (full year), 2009, and 2010.**

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

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) 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 that address this issue.

II-5. Has your firm since 2003 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of PVA and/or using the same production and related workers employed to produce PVA?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and PVA in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Quantity (in 1,000 pounds)					
Item	2003	2004	2005	2006	2007
Avg. Production Capacity	_____	_____	_____	_____	_____
Production of PVA (subject)	_____	_____	_____	_____	_____
Production of PVA (excluded)	_____	_____	_____	_____	_____
Production of _____	_____	_____	_____	_____	_____
Production of _____	_____	_____	_____	_____	_____

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

II-9a. 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 (1,000 pounds) and value (in \$1,000)					
Item	2003	2004	2005	2006	2007
Average production capacity¹ (<i>quantity</i>)					
Beginning-of-period inventories (<i>quantity</i>)					
Production (<i>quantity</i>)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments for commercial use					
Value of export shipments for commercial use					
Quantity of export shipments to related firms					
Value of export shipments to related firms					
End-of-period inventories⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
Employment data:					
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>1,000 hours</i>)					
Wages paid to PRWs (<i>value</i>)					
¹ The production capacity (see definitions in instruction booklet) 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).					
² 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 2003 through 2007 below:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-9b. 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 (1,000 pounds) and value (in \$1,000)		
Item	January-September 2007	January-September 2008
Average production capacity¹ (<i>quantity</i>)		
Beginning-of-period inventories (<i>quantity</i>)		
Production (<i>quantity</i>)		
U.S. shipments:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption:		
Quantity of internal consumption		
Value ² of internal consumption		
Transfers to related firms:		
Quantity of transfers		
Value ² of transfers		
Export shipments:³		
Quantity of export shipments for commercial use		
Value of export shipments for commercial use		
Quantity of export shipments to related firms		
Value of export shipments to related firms		
End-of-period inventories⁴ (<i>quantity</i>)		
Channels of distribution:		
U.S. shipments to distributors (<i>quantity</i>)		
U.S. shipments to end users (<i>quantity</i>)		
Employment data:		
Average number of PRWs (<i>number</i>)		
Hours worked by PRWs (<i>1,000 hours</i>)		
Wages paid to PRWs (<i>value</i>)		
¹ The production capacity (see definitions in instruction booklet) 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). <hr/>		
² 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 (<i>e.g.</i> , cost, cost plus, <i>etc.</i>) and provide value data using that basis for January-September 2007 and January-September 2008 below: <hr/>		
³ Identify your principal export markets: _____ 		
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? 		
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

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

II-9c. Please identify the end use application(s) for the PVA produced and consumed, shipped domestically or exported by your firm in 2007 and interim 2008. (If more than one application is listed, please estimate the quantity produced (in 1,000 pounds) for each end use.) **Total reported shipment as shown below should equal total shipment reported by your firm in II-9a and II-9b.**

U.S. internal consumption/transfers to related firms

End use application	Quantity (in 1,000 pounds) in 2007	Quantity (in 1,000 pounds) in January – September 2008
PVB		
Textiles		
Paper		
Adhesives		
Emulsion polymerization		
Building materials		
Pharmaceuticals		
Other _____		
Other _____		
Unknown		
TOTAL		

U.S. commercial shipments

End use application	Quantity (in 1,000 pounds) in 2007	Quantity (in 1,000 pounds) in January – September 2008
PVB		
Textiles		
Paper		
Adhesives		
Emulsion polymerization		
Building materials		
Pharmaceuticals		
Other _____		
Other _____		
Unknown		
TOTAL		

Export shipments (commercial/transfers)

End use application	Quantity (in 1,000 pounds) in 2007	Quantity (in 1,000 pounds) in January – September 2008
PVB		
Textiles		
Paper		
Adhesives		
Emulsion polymerization		
Building materials		
Pharmaceuticals		
Other _____		
Other _____		
Unknown		
TOTAL		

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

II-9d. Please identify the range of hydrolysis levels for the PVA produced and consumed, shipped domestically, or exported by your firm in 2007 and interim 2008. Please estimate the quantity produced (in 1,000 pounds) for each hydrolysis level. **Total reported shipment as shown below should equal total shipment reported by your firm in II-9a and II-9b.**

U.S. internal consumption/transfers to related firms

Hydrolysis level	Quantity (in 1,000 pounds) in 2007	Quantity (in 1,000 pounds) in January – September 2008
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		
TOTAL		

U.S. commercial shipments

Hydrolysis level	Quantity (in 1,000 pounds) in 2007	Quantity (in 1,000 pounds) in January – September 2008
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		
TOTAL		

Export shipments (commercial/transfers)

Hydrolysis level	Quantity (in 1,000 pounds) in 2007	Quantity (in 1,000 pounds) in January – September 2008
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		
TOTAL		

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

II-10. If you reported transfers to related firms in question II-9, 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-11. Other than direct imports, has your firm otherwise purchased PVA since January 1, 2003? (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 Year					January - September	
	2003	2004	2005	2006	2007	2007	2008
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--							
China:							
<i>Quantity</i>							
<i>Value</i>							
Japan:							
<i>Quantity</i>							
<i>Value</i>							
Korea:							
<i>Quantity</i>							
<i>Value</i>							
All other countries:							
<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 II.--TRADE AND RELATED INFORMATION--Continued

II-12. Since January 1, 2003 has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PVA?

No Yes--Name firm(s): _____.

II-13. Does your firm produce PVA in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-14. Since January 1, 2003, has your firm imported PVA?

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

For questions II-15 and II-16, if your response differs for individual orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-15. 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 order.

II-16. 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.

PART III.--FINANCIAL INFORMATION

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

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

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

- 2. Does your firm prepare profit/loss statements for the subject merchandise:
 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 (specify) _____

PLEASE SUBMIT COPIES OF YOUR FIRM'S 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. Briefly describe your cost accounting system (e.g., standard cost plus variance, job order cost, etc.).

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. Please list the products, including co-products, that you produced in the facilities in which you produced PVA, and provide the share of net sales accounted for by these products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
PVA (as defined) _____	_____
PVA (excluded forms) _____	_____
_____	_____
_____	_____
_____	_____
<u>TOTAL</u>	<u>100%</u>

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

- Yes—Continue to question III-7 below No—Continue to question III-10 below

III-7. In the space provided below, identify the inputs used in the production of PVA that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

- Yes—Continue to question III-9 below. No—Continue to question III-10 below.

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact Charles Yost (202-205-3432, charles.yost@usitc.gov).

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's PVA operations.

Item	Fiscal years ended--					January - September	
	_____	_____	_____	_____	_____	2007	2008
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11a and 11b.)							
1.							
2.							
3.							
4.							
5.							
6.							
7.							
For each charge listed above, state the effect on operating income for each of the five fiscal years and two interim periods.							
Effect (\$1,000)							

PART III.--FINANCIAL INFORMATION--Continued

III-11 a. Operations on PVA.--Report the revenue and related cost information requested below on the PVA operations of your U.S. establishment(s).¹ 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.² Subtract your net byproduct revenue from COGS. Provide data for your five most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

Quantity (1,000 pounds) and value (in \$1,000)					
Item	_____	_____	_____	_____	_____
Net sales quantities: ³					
Commercial sales (including commercial export sales)					
Internal consumption					
Transfers to related firms (including exports to related firms abroad)					
Total net sales quantities					
Net sales values: ³					
Commercial sales (including commercial export sales)					
Internal consumption					
Transfers to related firms (including exports to related firms abroad)					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Subtotal					
Net byproduct revenues					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
Continued Dumping and Subsidy Offset Act funds received ⁵					
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 Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9:

PART III.--FINANCIAL INFORMATION--*Continued*

Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-11b. Operations on PVA.--Report the revenue and related cost information requested below on the PVA operations of your U.S. establishment(s).¹ 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.² Provide data 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 at (202) 205-3432 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)		
Item	January-September 2007	January-September 2008
Net sales quantities: ³		
Commercial sales (including commercial export sales)		
Internal consumption		
Transfers to related firms (including exports to related firms)		
Total net sales quantities		
Net sales values: ³		
Commercial sales (including commercial export sales)		
Internal consumption		
Transfers to related firms (including exports to related firms)		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Subtotal		
Net byproduct revenues		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ⁵		
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 Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9:
January-September 2007 _____ January-September 2008 _____.

³ 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.

⁴ COGS should include costs associated with internal consumption and transfers to related firms.

⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of PVA. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Item	Value (in \$1,000)				
	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. All other (describe: _____)					
E. Total current assets (lines 1.A. through 1.D.)					
2. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
3. All other (describe: _____)					
4. Total non current assets					
5. Total assets (lines 1.E., 2.C., 3 and 4)					

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on PVA. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	_____	_____	_____	_____	_____
Capital expenditures					
Research and development expenditures					

Item	Value (in \$1,000)	
	January-September 2007	January-September 2008
Capital expenditures		
Research and development expenditures		

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Catherine DeFilippo (202-205-3253, catherine.defilippo@usitc.gov) or William Greene (202-205-3405, william.greene@USITC.GOV)

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. commercial shipments (***sold in bulk (i.e., packed in railcars rather than in bags)***) to unrelated U.S. **end user** customers of the following products during January 2003-September 2008.

Product 1.--PVA for use in textile applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

Product 2.--PVA for use in adhesive applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 20-35 (centipois)

Product 3.--PVA for use in paper applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

Product 4.--PVA for use in adhesives applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 0-19 (centipois)

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

Product 6.--PVA for use in PVB applications with a range of hydrolysis between 98-100 (percent) and a viscosity between 28-32 (centipois)

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

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

IV-2a. Report below the quarterly price data¹ for pricing products² produced and sold (**in bulk (i.e., packed in railcars rather than in bags)**) by your firm to unrelated U.S. **end user** customers.

Period of shipment	Quantity (in 1,000 pounds), value (in \$1,000)					
	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2003:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2004:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2005:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2006:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2007:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2008:						
Jan.-Mar.						
Apr.-June						
July-Sept.						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid U.S.-inland freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-2a--Continued. Report below the quarterly price data¹ for pricing products² produced and sold (in bulk (i.e., packed in railcars rather than in bags)) by your firm to unrelated U.S. end user customers.

Period of shipment	Quantity (in 1,000 pounds), value (in \$1,000)					
	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2003:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2004:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2005:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2006:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2007:						
Jan.-Mar.						
Apr.-June						
July-Sept.						
Oct.-Dec.						
2008:						
Jan.-Mar.						
Apr.-June						
July-Sept.						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid U.S.-inland freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 4: _____

Product 5: _____

Product 6: _____

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

IV-3. 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. Please include copies of all general price announcements sent to customers, published on a website, or otherwise announced since January 1, 2007, that include notice of a change in price for PVA products.

IV-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. 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-6. (a) Approximately what share of your firm's sales of its U.S.-produced PVA in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

(b) Please complete the following table with respect to each supply contract in effect or under negotiation for deliveries in 2009.

Customer	Minimum qty to be delivered	Maximum qty to be delivered	Indicate whether contract is completed (C) or under negotiation (N)	Percent change in base price over 2008 average base period

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

IV-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced PVA?

	<u>2007</u>		<u>January – September 2008</u>	
<u>Source</u>	<u>Share of sales</u>	<u>Lead time</u>	<u>Share of sales</u>	<u>Lead time</u>
From inventory	_____	_____	_____	_____
Produced to order	_____	_____	_____	_____
Total	100 %		100 %	

- IV-10. (a) What is the approximate percentage of the total delivered cost of PVA that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. What is the geographic market area in the United States served by your firm's PVA? (check all that apply)

- Northeast
- Mid-Atlantic
- Midwest
- Southeast
- Southwest
- Rocky Mountains
- West Coast
- Northwest
- National
- Other (describe: _____)

IV-12. 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?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-13. Have there been any changes in the end uses of PVA since 2003?

- No
- Yes—Please describe.

IV-14. Do you anticipate any changes in terms of the end uses of PVA in the future?

- No
- Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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

IV-15. (a) Can other products be substituted for PVA?

No Yes--Please list these substitute products in order of importance.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for PVA?

No Yes--To what degree do changes in their prices affect the price for PVA? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of PVA or final end use?

IV-16. Have there been any changes in the number or types of products that can be substituted for PVA since 2003?

No Yes—Please explain.

IV-17. Do you anticipate any changes in terms of the substitutability of other products for PVA in the future?

No Yes—Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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

IV-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for PVA since 2003? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-19. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced PVA in the U.S. market since 2003?

No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-20. Since January 1, 2003, have you placed customers on allocation, declined to accept any new customer, or declined to accept quantities requested in orders in whole or in part?

No Yes-- Please identify all instances, including the customer, the date, and the nature of the inability to supply.

IV-21. Since January 1, 2003, have you been unable to meet contractual commitments, or timely shipping commitments, for any customer?

No Yes-- Please identify all such customers and describe the circumstances.

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

IV-22. (a) Do you anticipate any changes in terms of the availability of U.S.-produced PVA in the U.S. market in the future?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-23. Has the availability of PVA imported from NONSUBJECT countries (countries other than China, Japan, and Korea) changed since 2003?

No Yes--Please explain.

IV-24. Has the availability of the fifteen forms of PVA, specifically excluded from the scope of these reviews (see definitions in the instruction booklet), changed since 2003?

No Yes--Please explain.

IV-25. Subsequent to 2003, have you produced in the United States any of the 15 forms of PVA specifically excluded from the scope of these reviews (see definitions in the instruction booklet)?

No Yes--Please explain.

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

IV-26. 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. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-27. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of PVA since 2003?

No Yes--Please describe and quantify if possible.

IV-28. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of 2003 in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

No Yes--Please identify, including the time period.

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

IV-29. How has demand within the United States (and outside the United States if known) for PVA changed since 2003?

Inside the United States:

- Increased Decreased Fluctuated No change

Outside the United States:

- Increased Decreased Fluctuated No change

What principal factors affect changes in demand?

IV-30. Do you anticipate any future changes in PVA demand in the United States and, if known, the rest of the world?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

IV-31. 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.

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

IV-32. 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 Korea, and (3) the world as a whole. Of particular interest is such data from 2003 to the present and forecasts for the future.

IV-33. Are your exports of PVA subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2003, or that are expected to occur in the future.

IV-34. Does your firm sell PVA over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of PVA in 2007 accounted for by internet sales.
