

**PURCHASERS' QUESTIONNAIRE**  
**PURIFIED CARBOXYMETHYLCELLULOSE FROM**  
**FINLAND, MEXICO, NETHERLANDS, AND SWEDEN**

*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 15, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning purified carboxymethylcellulose (CMC) from Finland, Mexico, the Netherlands, and Sweden (invs. Nos. 731-TA-1084-1087 (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 Gerry Benedick (202-205-3244).

<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 purified CMC (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2002?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understands 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 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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

*Please attach additional pages of discussion as needed to any question in this questionnaire; note the question number next to any such additional discussion.*

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 pages 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 purified CMC from Finland, Mexico, Netherlands, and/or Sweden into the United States or which are engaged in exporting purified CMC from Finland, Mexico, Netherlands and/or Sweden 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 purified CMC?

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, shipment data for your firm's purchases of U.S.-produced purified CMC DIRECTLY from the U.S. producer, purchases of purified CMC DIRECTLY from U.S. importers, and purchases from other U.S. suppliers (e.g., distributors). (Blenders/end users that DIRECTLY IMPORT purified CMC, should report those imports in the Commission's Importers' questionnaire.) Report shipment data based on dates of deliveries for purified CMC received by your firm, not order dates, and report delivered values to your firm's U.S. receiving locations. Report separately purchases from the U.S. producer/importers and purchases from other U.S. suppliers (check the appropriate box and copy this table as needed).

Purchases from U.S. producer and/or importers

Purchases from other U.S. suppliers (e.g., distributors)

<i>(Quantity in pounds, delivered value in dollars)</i>			
Purchases of purified CMC produced in---	2002	2003	2004
<b>UNITED STATES:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>FINLAND:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>MEXICO:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>NETHERLANDS:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>SWEDEN:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b><sup>1</sup> Please identify below the other countries:</b>			

**PART II.--PURCHASES--Continued**

II-2. a) If your firm purchased purified CMC from only one country, instead of from two or more countries, during January 2002-December 2004, please explain the reasons for doing so.

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b) If your firm purchased purified CMC from more than one country, instead of from a single country, during January 2002-December 2004, please explain the reasons for doing so.

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c) If the relative shares of your firm's quantity of total purchases of purified CMC from different sources (both domestic and foreign), changed significantly from period to period since 2002, please report below each country-of-origin affected, state whether the relative share from that country increased or decreased, the period affected, and the reasons for any such changes.

<b>Country</b>	<b>Increased/ decreased</b>	<b>Period</b>	<b>Reasons</b>

**PART II.--PURCHASES--Continued**

II-3. Has your firm ever commingled purified CMC from two or more countries during January 2002-December 2004?

No       Yes

Please explain below. If yes, please include below the total quantity (in pounds) of purified CMC that your firm commingled from two or more countries during January 2002-December 2004, identify the countries-of-origin, and identify the types of end uses for the commingled purified CMC. Also, please give the reasons for any commingling.

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II-4. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No       Yes--Please explain.

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II-5. Does your firm differentiate between "standard" and "specialty" purified CMC products?

No       Yes--Please explain below how your firm distinguishes between standard and specialty CMC. In your discussion, provide the technical differences in the production process, product characteristics, and/or sales practices that distinguish standard and specialty CMC.

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II-6. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) from any source of CMC Fluidized Polymer Suspensions (FPS) and crude/unrefined CMC (CMC that has undergone no purification operations, and contains less than 90 percent CMC).

<i>(Quantity in pounds, delivered value in dollars)</i>			
<b>Item</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>CMC FPS:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>Crude/unrefined CMC:</b>			
<i>Quantity</i>			
<i>Value</i>			

**PART II.--PURCHASES--Continued**

II-7. Since January 1, 2002, has your (i) firm purchased, imported, used, or sold **FPS CMC**?

No       Yes

(ii) To the extent information is available, please describe the differences and similarities between **purified CMC** and **FPS CMC** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (d) **customer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Customer perceptions:**

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**(d) Price:**

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II-8. Since January 1, 2002, has your firm (i) purchased, imported, used, or sold **crude/technical-grade CMC**?

No       Yes

(ii) To the extent information is available, please describe the differences and similarities between **purified CMC** and **crude/technical-grade CMC** with respect to the following factors:  
(a) **characteristics and uses**--describe the differences and similarities in the chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **customer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (d) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Customer perceptions:**

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**(d) Price:**

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

*Throughout this questionnaire, "purified CMC" is defined as CMC that has been refined or purified to a minimum assay of 90 percent through one or more purification operations. "Crude," "unrefined," or "technical-grade" CMC is defined in this questionnaire to be CMC that has undergone no purification operations, and contains less than 90 percent CMC.*

III-1. a) Which of the following best describes your firm as a purchaser of purified CMC during January 2002-December 2004? (Check all that apply)

- Distributor/reseller
- Blender
- End user (other than a blender) that uses purified CMC to produce a downstream product for its own use or for subsequent sale
- Other (specify \_\_\_\_\_)

b) Please identify, if known, the following types of end uses for the purified CMC that you sold (if a distributor) or purchased as a blender/end user during this period: (Check all that apply)

- Food
- Oilfield
- Paper/board
- Personal care/pharmaceuticals
- Other (specify \_\_\_\_\_)

III-2. Are you aware whether the purified CMC you are purchasing is U.S.-produced or imported?

- Always       Usually       Sometimes       Never

III-3. Do you know the manufacturer of the purified CMC that you purchase?

- Always       Usually       Sometimes       Never

III-4. 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

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

III-5. a) If your firm is a distributor/reseller, what are the major types of U.S. customers to which it sold purified CMC during January 2002-December 2004?

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b) Did your firm compete for sales to its U.S. customers with the manufacturers or importers from which it purchased purified CMC during this period?

Yes       No

If yes, please explain the circumstances of any such competition and identify the manufacturer/importer, customer, and type of end use.

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III-6. Does your firm purchase purified CMC over the internet?  No       Yes

If yes, please describe, noting the estimated percentage of your firm's total U.S. purchases of purified CMC in 2004 accounted for by internet purchases?

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

III-7. For the factors listed below, please rate each in terms of its importance in your firm's purchase decision for purified CMC during January 2002-December 2004. In addition, please provide in a separate attachment a brief explanation of any factor or factors that the Commission should take particular note of or that should be considered important. If there are specific examples when these factors were determinative of a sale occurring, please provide information regarding those sales.

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

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

III-8. Please list, in descending order of their importance, the top three factors generally considered by your firm in deciding from whom to purchase purified CMC for any one order (examples include, but are not necessarily restricted to, current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's purified CMC product line, traditional supplier, etc.).

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_  
\_\_\_\_\_

III-9. a) What characteristics does your firm consider when determining the quality of purified CMC?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b) To what extent do cotton linters versus wood pulp, or some other form of cellulose, used as an input in the production of purified CMC result in better quality and/or performance of this product (please specify any other form(s) of cellulose you discuss).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-10. a) What technical support/service provisions are important to your firm in its purchase of purified CMC?

\_\_\_\_\_  
\_\_\_\_\_

b) Were the technical support/service provisions priced separately from the purified CMC product that your firm purchased during January 2002-December 2004?  No  Yes Please explain.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

III-11. Since January 2002, were your suppliers, U.S. or foreign, ever unable to supply your firm or place your firm on allocation, wholly or partially, with purified CMC (in either the quantity or grade) desired by your firm in a timely manner at prevailing market prices?

No       Yes

If yes, please specify below for each such occurrence the following:

- (1) the supplier and country of origin from whom you could not obtain the purified CMC
- (2) the period during which you could not obtain the purified CMC, and
- (3) the quantity (in pounds) of purified CMC.

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III-12. a) Does your firm require its suppliers to become certified or prequalified with respect to the quality, chemistry, purity, or other performance characteristics of the purified CMC they sell to your firm?

No       Yes \_\_\_\_\_ percent of purchases in 2004       Yes--all purchases

Please provide a general description of the certification or qualification process.

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b) Briefly describe the factors that your firm considers when qualifying a new supplier of purified CMC (e.g., quality, reliability of supplier, etc.) and estimate the time and cost required to qualify a new supplier.

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III-13. Since January 2002, have any domestic or foreign suppliers failed in their attempts to certify or qualify their purified CMC with your firm or have any producers lost their approved status?

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

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

III-14. a) How many suppliers did your firm generally contact before making a purchase of purified CMC during January 2002-December 2004?

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b) Has your firm changed suppliers of purified CMC since January 2002.

No       Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-15. Are you aware of any new suppliers of purified CMC, either foreign or domestic, that have entered the U.S. market during January 2002-December 2004?

No       Yes--Please identify the firms and the country of origin of the purified CMC.

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III-16. a) Please list the names of any firms you considered price leaders in the U.S. purified CMC market during January 2002-March 2004. 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, whether it covered a specific geographic region or a specific product type, and whether it was fully implemented.

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b) Please describe how the above firm(s) exhibited price leadership.

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

III-17. a) When your firm purchased purified CMC during January 2002-December 2004, did the suppliers typically set the terms (price and payment method) or did your firm usually negotiate with the suppliers?

Suppliers set       Negotiate

b) What was your firm's usual method of establishing a transaction purchase price for purified CMC during January 2002-December 2004?

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c) Discuss how (1) the length of the purchase contract/agreement and (2) the volume of purchases affected the purchase price.

(1) \_\_\_\_\_

(2) \_\_\_\_\_

d) Does your firm mention competing prices to your supplier(s) when negotiating a price?  
No \_\_\_\_ Yes \_\_\_\_ (Check one)

e) Explain any differences in purchase negotiations with suppliers of the U.S.-produced and subject imported purified CMC.

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III-18. a) How often did your firm purchase purified CMC that was offered at the lowest price during January 2002-December 2004?

Always       Usually       Sometimes       Never

If not "always", what other factors were also important in your firm's purchasing decisions for purified CMC?

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

III-19. Please explain below for the U.S. market the extent to which prices of purified CMC in one end-use sector affect prices of purified CMC in another sector during January 2001-September 2004. Please identify the purified CMC products, the end-use sectors, and the time periods for any such affects.

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III-20. Is the U.S. purified CMC market subject to seasonal variations, business cycles, product cycles, and/or conditions of competition distinctive to this product industry? If yes, please identify the dates and durations of such occurrences since January 2002 and, for seasonality, the approximate actual months of the year of peak consumption.

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III-21. If your firm is a blender/end user of purified CMC, list in order of quantity of purified CMC consumed by your firm, the top 3 products for which your firm purchased purified CMC as a component part or input during January 2002-December 2004. Please indicate what percentage of your firm's total cost to produce these products was accounted for by purified CMC.

<u>Product you produce</u>	<u>Percent of cost accounted for by purified CMC</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

III-22. (a) If your firm is a blender/end user of purified CMC, has the demand for your firm's final products incorporating purified CMC changed since January 1, 2002?

Increased     Unchanged     Decreased

(b) What effect, if any, has this had on your firm's total demand for purified CMC since January 1, 2002?

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

III-23. a) Are there factors other than relative price changes that would result in U.S. end users switching between purified CMC and other products?

No       Yes

Please describe any significant shifts in your U.S. purchases/imports/use of purified CMC vis-a-vis other products during January 2002-December 2004. If you answered "No," describe the specifics that caused your firm (or your customers) to switch between purified CMC and other products on the basis of price. If you answered "Yes," describe the non-price factors that caused your firm (or your customers) to switch between purified CMC and other products. In your discussion, please indicate the time period(s) of such changes, the country of origin and approximate quantity (1,000 pounds) of purified CMC involved, the specific other products involved, the specific factors associated with any such consumption shifts, and the principal end uses affected.

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b) If your firm is a blender/end user of purified CMC, please discuss the extent to which your firm has or could readily (within 12 months) develop alternative formulations for your downstream products, where some alternative formulations contain less and others more purified CMC than what your firm is currently using. Include in your discussion, the reasons for these alternative formulations, i.e., discuss what determines which of various proportions of inputs that your firm uses for a given application.

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

III-24. a) Based on your firm's experience during January 2000-December 2004, please list in descending order of importance the top three pairs of purified CMC types (grade, viscosity, end-use, granular size, etc) that you consider to be substitutes for each other in the U.S. market and report the principal application/end-use product(s) for which they may be substitutes. If none, please indicate. (*Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/industrial users may require greater price changes than others before they switch among the alternative products.*)

\_\_\_\_ None (skip to question III-25a)

Product pair	Application/end use(s)
1.	
2.	
3.	

b) Do changes in the price of any of the above-specified substitute products affect the price or quantity of one purified CMC product vis-a-vis another?

No

Yes

If yes--

How do changes in the relative prices of the substitute product-pairs affect the price or quantity of one purified CMC product vis-a-vis another? What is the time lag for any such impact and does this vary by type of purified CMC or final end-use?

1. \_\_\_\_\_

2. \_\_\_\_\_  
\_\_\_\_\_

3. \_\_\_\_\_  
\_\_\_\_\_



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

III-25. a) Based on your firm's experience during January 2002-December 2004, please list in descending order of importance the top five products (e.g., crude/unrefined CMC, CMC FPS, cross-linked purified CMC, other hydrocolloids, other products, etc) that you consider to be substitutes for purified CMC, or vice-a-versa, in the U.S. market. If none, please indicate. For each product listed, show the type of purified CMC product(s) that each alternative product is a probable substitute for, and list the principal application(s)/end-use product(s) for which such substitution can take place.

\_\_\_ None (skip to question IV-1)

Substitute product	Purified CMC product(s)	Application/end use(s)
1.		
2.		
3.		
4.		
5.		

b) Do changes in the price of any of the above-specified substitute products affect the price or quantity of purified CMC?

No                       Yes

If yes--

How do changes in the relative prices of the above-specified substitute products affect the price or quantity of purified CMC product or vice-versa? What is the time lag for any such impact and does this vary by type of purified CMC or final end-use?

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
\_\_\_\_\_
5. \_\_\_\_\_  
\_\_\_\_\_

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PURIFIED CMC**

IV-1. Please indicate the countries of origin for purified CMC for which your firm has actual marketing/pricing knowledge.

- |  |   |
|--|---|
| <input type="checkbox"/> United States | <input type="checkbox"/> Netherlands                            |
| <input type="checkbox"/> Finland       | <input type="checkbox"/> Sweden                                 |
| <input type="checkbox"/> Mexico        | <input type="checkbox"/> Other countries (Please specify _____) |

IV-2. Is purified CMC 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.<sup>1</sup>

Country-pair	United States	Finland	Mexico	Netherlands	Sweden	Other countries
United States						
Finland						
Mexico						
Netherlands						
Sweden						

<sup>1</sup> For any country-pair producing purified CMC which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use.

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

IV-3. Does your firm or, if applicable, its customers ever specifically order purified CMC 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 purified CMC from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of purified CMC available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

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IV-5. If you purchased purified CMC 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.

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

IV-6. For the factors listed below, please rate how purified CMC produced in each country you identified in your response to the first question in Part V compares with purified CMC 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) (specify country)	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

IV-7. (a) How often does domestically produced purified CMC meet minimum quality specifications for your firm's uses or, if applicable, its customers' uses?

- Always       Usually       Sometimes       Rarely or never

(b) How often does imported subject purified CMC meet minimum quality specifications for your firm's uses or, if applicable, its customers' uses?

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported nonsubject purified CMC meet minimum quality specifications for your firm's uses or, if applicable, its customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

## **PART V.--PURCHASE PRICES**

Check here \_\_\_\_, if your U.S. firm purchases purified CMC directly from the U.S. producer and/or directly from U.S. importers of purified CMC from Finland, Mexico, the Netherlands, and/or Sweden. Report the purchase price data requested in sections V-1 and V-2 and then proceed to Part VI.

Check here \_\_\_\_, if your U.S. firm imports directly purified CMC from Finland, Mexico, the Netherlands, and/or Sweden and captively uses this imported purified CMC to produce downstream products. Report the purchase price data requested in section V-3 and then proceed to Part VI.

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products from Finland, Mexico, the Netherlands, and/or Sweden during January 2002-December 2004:

THE PRODUCT DESCRIPTIONS ARE THE CONTROLLING FACTOR IN DECIDING WHAT COMPANY-SPECIFIC PRODUCTS TO INCLUDE IN EACH PRODUCT CATEGORY; THE PRODUCT TRADE NAMES ARE PROVIDED AS GUIDELINES.

*The product numbers shown below do not necessarily correspond to the product numbers used in questionnaires during the preliminary investigations.*

***Product 1.***—High viscosity (approximately 1,000 to 3,000 Mpas in 1 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon-7HF; Noviant-Cekol 30,000; Akzo-Akucel AF278; Amtex-PE 31FG.

***Product 2.***—Very high viscosity (approximately 2,500 to 9,000 Mpas in 1 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon-7H4F and 9H4F; Noviant-Cekol 50,000; Akzo-Akucell 280X and 298X; Amtex-F1-4000 and F1-6000 (both formerly included in PE 32 FG).

***Product 3.***—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon-7MF; Noviant-Cekol 700; Akzo-Akucel AF150 and AF 170; Amtex-F2 750.

***Product 4.***—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), non-regulated applications (i.e., standard grade). The trade names of the suppliers for this product are: Aqualon-7MT; Noviant-Finnfix 700; Akzo-None; Amtex-P 2 750.

***Product 5.***—Low viscosity (approximately 20 to 1,000 Mpas in 4 percent solution, 5 to 100 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydroglucose units), non-regulated applications (i.e., standard grade). The trade names of the suppliers for this product are: Aqualon (98 percent CMC minimum)-7L1, 7L2, and 7L; Noviant (98 percent CMC minimum)-Finnfix 5, Finnfix 10, and Finnfix 30; Akzo-None; Amtex (92 percent CMC minimum)-P2-10, P2-30, and P2-75.

**PART V.--PURCHASE PRICES--Continued**

***Product 6.***—High viscosity (minimum 1,500 Mpas in 1 percent solution), degree of substitution 0.8 to 1.5 (i.e., 8 to 15 carboxymethyl groups per 10 anhydroglucose units), to oilfield customers. This product is often sold to customers bearing the particular customer's trade name for its oil drilling product, such as Drispac, Milpac, and Polypac. Less frequently, the product bears a proprietary name of the manufacturer, such as Aqualon's Aquapac or Akzo's Staflo. In all cases, the specifications and not the label on the bag should be the controlling factor in reporting.

**Please note that total dollar values should be delivered to your firm's U.S. receiving location(s) and should include U.S.-inland transportation costs incurred by your firm to effect such delivery. Total dollar values should reflect the FINAL NET amount paid by your firm (i.e., should be net of all deductions for discounts, allowances, or rebates). See instruction booklet.**

**PART V.--PURCHASE PRICES--Continued**

**V-1. PURCHASES FROM THE U.S. PRODUCER.**

**COPY THIS PAGE AS NECESSARY.**--Complete a separate page for each of the specified products produced domestically and purchased by your firm from the U.S. producer UNRELATED (by ownership) to your firm and shipped to your firm's U.S. locations. Indicate the specified purified CMC product (check one product box for each page).

**PURCHASES FROM THE U.S. PRODUCER**

U.S. Produced Purified CMC Product:<sup>1</sup>    1     2     3     4     5     6

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Total net delivered value <sup>2</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> Please identify the specific company products (by trade name) that your firm reported for each product category that it reported pricing data : <hr/>		
<sup>2</sup> Total net delivered value to your firm's U.S. receiving location(s). <hr/>		



**PART V.--PURCHASE PRICES--Continued**

**V-2. PURCHASES FROM U.S. IMPORTERS.**

**COPY THIS PAGE AS NECESSARY.**--Complete a separate page for each of the specified products purchased by your firm from U.S. importers UNRELATED (by ownership) to your firm and shipped to your firm's U.S. locations. Indicate the specified purified CMC product and the country of origin (check one product box and one country box for each page).

**PURCHASES FROM U.S. IMPORTERS**

**Purified CMC Product:**<sup>1</sup>    1     2     3     4     5     6

**Country of origin:**    Finland     Mexico     Netherlands     Sweden

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Total net delivered value <sup>2</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> Please identify the specific company products (by trade name) that your firm reported for each product category that it reported pricing data : <hr/>		
<sup>2</sup> Total net delivered value to your firm's U.S. receiving location(s). <hr/>		

**PART V.--PURCHASE PRICES--Continued**

**V-3. DIRECT IMPORTS.**

**COPY THIS PAGE AS NECESSARY.**---Complete a separate page for your firm's direct imports of each specified purified CMC product from each subject country of origin from foreign suppliers UNRELATED (by ownership) to your firm and shipped to your firm's U.S. locations (check one product box and one country box for each page). REPORT THE REQUESTED PRICE DATA ON THIS PAGE **ONLY** IF YOUR FIRM IMPORTS DIRECTLY THE SPECIFIED PRODUCTS AND CAPTIVELY USES THESE PRODUCTS TO PRODUCE DOWNSTREAM PRODUCTS.

**DIRECT IMPORTS**

Purified CMC Product:<sup>1</sup>    1     2     3     4     5     6

Country of origin:    Finland     Mexico     Netherlands     Sweden

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Total net delivered value <sup>2</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> Please identify the specific company products (by trade name) that your firm reported for each product category that it reported pricing data : <hr/>		
<sup>2</sup> Total net delivered value to your firm's U.S. receiving location(s). <hr/>		

**PART VI.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses and country of origin of your firm's 5 largest suppliers of purified CMC during January 2002-December 2004. 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 purified CMC that each of these suppliers accounted for in 2004.

<b>No.</b>	<b>Supplier's name/country of origin of the product</b>	<b>Street address, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2004 purchases (%)</b>
1					
2					
3					
4					
5					