

## U.S. PURCHASERS' QUESTIONNAIRE

### VANILLIN PRODUCTS FROM CHINA

This questionnaire must be received by the Commission by **March 25, 2025**

*See last page for instructions regarding how to file this questionnaire.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning vanillin products from China (Inv. Nos. 701-TA-728 and 731-TA-1697 (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 Craig Thomsen (202-205-3226, [Craig.Thomsen@usitc.gov](mailto:Craig.Thomsen@usitc.gov)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm purchased, or imported for its own use or retail sale, vanillin products (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2022?

☐ **NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

☐ **YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the Commission's secure portal by clicking on the following link:

<https://usitc.gov/qportal>. (PIN: **VANILLIN**, Phase: **FINAL**). See last page for detailed instructions.

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

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.** --This proceeding was instituted in response to a petition filed on June 5, 2024, by Solvay USA LLC (“Solvay”), Baton Rouge, Louisiana. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce (“Commerce”) makes an affirmative determination of subsidization and dumping. Pertinent information to this proceeding is available at:

Questionnaires: [https://usitc.gov/reports/active\\_import\\_injury\\_questionnaires](https://usitc.gov/reports/active_import_injury_questionnaires).

Other case information: <https://ids.usitc.gov/case/8204/investigation/8662>

**Vanillin products** covered by these proceedings are vanillin, with the molecular formula  $C_8H_8O_3$  or  $C_9H_{10}O_3$ . For purposes of these investigations, vanillin products consist of natural vanillin, synthetic vanillin (also known as 4-Hydroxy-3-methoxybenzaldehyde), bio-sourced synthetic vanillin (“biovanillin”), and ethylvanillin (also known as 3-Ethoxy-4-hydroxybenzaldehyde). Vanillin products covered by these investigations are a chemical compound with the Chemical Abstracts Service (“CAS”) number 121-33-5 or 121-32-4. Products with the chemical formula  $C_9H_{10}O_3$  (ethylvanillin) are also included within the scope. Vanillin products are covered by these investigations regardless of whether it is in a crystalline powder or crystal form. Vanillin products are covered by the scope of these investigations, irrespective of purity, particle size, physical form, packaging, or production process.

Vanillin products are currently imported under subheadings 2912.41.00 and 2912.42.00 of the Harmonized Tariff Schedule of the United States (HTSUS). The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

**Purchaser.**--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing vanillin products from another firm that produces, imports, or otherwise distributes vanillin products.

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

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

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

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

- I-1. **Reporting requirements.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire for use by the Office of Management and Budget.

Hours	Dollars

Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please provide such comments to the Office of Investigations, [import\\_injury@usitc.gov](mailto:import_injury@usitc.gov).

- I-2a. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single response.**

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

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- I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

- I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, having filed an entry of appearance, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes--List the following information, relating to the ultimate parent/owner.

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

I-4. **Related producers/importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that produce vanillin products, import vanillin products into the United States, or export vanillin products to the United States?

***"Related firm"*** --A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

☐ No                      ☐ Yes--List the following information.

<b>Firm name</b>	<b>Type (i.e., producer, exporter, importer)</b>	<b>Country</b>	<b>Affiliation</b>

**PART II.--PURCHASES**

**Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	

II-1. **Inventory data.**—Report your firm's storage of vanillin products purchased on or around the specified dates.

<b>Quantity (<i>in actual pounds</i>)</b>				
<b>Item</b>	<b>Inventories on or near December 31</b>			
	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
<b>Inventories (<i>in pounds</i>):</b>				
U.S.-origin vanillin products				
China-origin vanillin products				
Other-origin vanillin products				
Unknown-origin vanillin products				
Total inventories	0	0	0	0

II-2. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of vanillin products.

**"Purchase"** – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

**"Import"** – Purchase directly from a foreign supplier and your firm is the importer of record.

Item	2022	2023	2024
	Quantity (in actual pounds)		
<b>Purchases of vanillin products produced in—</b> United States			
China			
All other countries <sup>1</sup>			
Sources unknown <sup>2</sup>			
Total purchases	0	0	0
<b>Imports of vanillin products from—</b> China			
All other countries <sup>1</sup>			
Total imports <sup>3</sup>	0	0	0
<sup>1</sup> Please identify these countries: <sup>2</sup> Please indicate the firm(s) from which you purchased this merchandise: <sup>3</sup> If your firm imported vanillin products at any time since January 1, 2022, please also complete and return a U.S. importers' questionnaire in this proceeding.			

- II-3. **Changes in purchasing patterns.**-- Please indicate whether the shares of your firm's purchases of vanillin products steadily decreased, fluctuated but ended lower, were constant, fluctuated but ended higher, or steadily increased since January 1, 2022 from the listed sources.

Select one box per row.

Source of purchases	Did not purchase	Steadily increased	Fluctuated up	No change	Fluctuated down	Steadily decreased	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- II-5. **Purchasing subject imports rather than domestic products.**—

- (a) Since January 1, 2022, did your firm import and/or purchase imports of vanillin products from China instead of purchasing U.S.-produced vanillin products?

Source	Yes (also respond to parts (b) and (c))	No (If "No", skip to next question)
China	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

Source	Yes	No
China	<input type="checkbox"/>	<input type="checkbox"/>

- (c) If you responded "Yes" to part (a), was price a primary reason for importing and/or purchasing subject imports rather than domestic product?

Source	Yes	If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 1, 2022 (in pounds)	No	If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product
China	<input type="checkbox"/>		<input type="checkbox"/>	
If the quantity reported above exceeds the total quantity reported in II-1, please explain.				

**II-6. U.S. producers and import competition.—**

- (a) Since January 1, 2022, in connection with a sale or offer to sell vanillin products to your firm, did U.S. producers reduce their prices of domestically produced vanillin products in order to compete with lower-priced imports of vanillin products from the subject countries?

Source	Yes (also respond to question part (b))	No (If “No”, skip to next question)	Don’t know
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If your firm responded “yes”, please provide an estimate of the reduction in U.S. producers’ prices and any additional explanations.

Source	Estimated reduction in U.S. prices (percent)	Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors
China	%	

- II-7. **Country knowledge.**--Please indicate whether your firm has experience or is otherwise familiar with vanillin products produced in the following countries.

United States	China	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- II-8. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for vanillin products since January 1, 2022, by quantity. Also, provide the share of the quantity of your firm's total purchases of vanillin products that each of these suppliers accounted for in 2024.

No.	Supplier's name	City and state	Share of quantity of 2024 purchases
1			%
2			%
3			%
4			%
5			%

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

- III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of vanillin products (check all that apply)?

Firm type	Check all that apply
Distributor	<input type="checkbox"/>
Food manufacturing	<input type="checkbox"/>
Perfume/cosmetics manufacturing	<input type="checkbox"/>
Pharmaceuticals manufacturing	<input type="checkbox"/>
Other	<input type="checkbox"/>
If <i>other</i> , please specify:	

- III-2. **Vanillin type.**— What type(s) of vanillin products does your firm purchase?

*Check all that apply.*

Product type	Check all that apply
Synthetic methylvanillin	<input type="checkbox"/>
Natural vanillin	<input type="checkbox"/>
Biovanillin, or biosynthetic vanillin	<input type="checkbox"/>
Ethylvanillin	<input type="checkbox"/>

***If your firm is a distributor of vanillin products, please answer questions III-3 and III-4.***

- III-3. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases vanillin products?

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

- III-4. **Types of customers.**--What are the major types of customers to which your firm sells vanillin products?

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***If your firm is an manufacturer end user of vanillin products, please answer questions III-5 and III-6.***

- III-5. **End uses.**--List the top 3 products your firm makes using vanillin products and estimate the percent of your total production cost that is accounted for by vanillin products and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	Vanillin products		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

- III-6. **Demand for end-use products.**--

- (a) Has the demand for your firm's final products incorporating vanillin products steadily decreased, fluctuated but ended lower, were changed (or varied but ended around the same level), fluctuated but ended higher, or steadily increased since January 1, 2022?

Select one answer.

Steadily increase	Fluctuate upward	No change	Fluctuate downward	Steadily decrease
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) Has this had any effect on your firm's demand for vanillin products?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-7. **Substitutes.**--Can other products be substituted for vanillin products?

☐ No ☐ Yes--Please fill out the table.

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

III-8. **Demand trends.**-- Has demand within the United States and outside of the United States (if known) for vanillin products steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2022? Explain any trends and describe the principal factors that have affected these changes in demand.

Select one box per row.

Market	Steadily increase	Fluctuate up	No change	Fluctuate down	Steadily decrease	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Country preferences.**-- Do you or your customers ever prefer to order vanillin products produced in a specific country or countries over other possible country sources of supply?

No	Yes	If yes, identify the countries and explain any preferences.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-10. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the share of your firm's total 2024 purchases of vanillin products that required vanillin products produced in the United States.

	Estimated share of your firm's total 2024 purchases of vanillin products
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (e.g., government purchases under "Buy American" provisions)	%
<b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>	%
<b>Purchases that were required to be domestic product for other reasons</b> (explain: _____.)	%
<b>Total</b> (should sum to 100.0%)	0.0 %

- III-11. **Business cycles.**--Is the vanillin products market subject to business cycles, either during the year or across years? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2022.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-12. **Conditions of competition.**--Is the vanillin products market subject to conditions of competition distinctive to vanillin products other than the business cycles described in the previous question? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2022.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-13. **Decisions based on producer and country-of-origin.**-- How often does your firm, and if known, do your customers, make purchasing decisions involving vanillin products based on its producer or country of origin?

Item	Always	Usually	Sometimes	Never	If at least sometimes, explain noting the producers and/or countries.
<b>Decision based on producer</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decision based on country of origin</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- III-14. **Availability of supply.**--Has the availability of vanillin products in the U.S. market changed since January 1, 2022?

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

- III-15. **Supply constraints.**— If any firm has refused, declined, or been unable to supply your firm with vanillin products since January 1, 2022 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, refusing to provide quotes, etc.), identify the source(s) of the constraint (U.S. producers, foreign producers, importers, and/or all) and describe the constraints, providing the details requested below.

Period	No	Yes – U.S. producer	Yes – foreign producer or importer	Description: Include the name of the supplier(s), country of origin of the vanillin products, and the reason and duration of the constraint.
2022	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
2023	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
January 1, 2024 – June 5, 2024	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Since June 5, 2024	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- III-16. **Availability of specific product types.**--Are certain grades/types/sizes of vanillin products only available from certain country sources?

No	Yes	If yes, please identify the countries and the grades/types/sizes available only from those countries.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of vanillin products (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequency changed since January 1, 2022?

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

III-18. **Raw material prices.**—

(a) Is your firm familiar with the prices for raw materials used in the production of vanillin products?

No	Yes – please answer (b)
<input type="checkbox"/>	<input type="checkbox"/>

(b) Has information on raw material prices affected your firm's negotiations or contracts to purchase vanillin products since January 1, 2022?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Number of suppliers contacted.**--How many suppliers of vanillin products does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firmsIII-20. **Supplier negotiations.**--Do your firm's purchases of vanillin products usually involve negotiations between your firm and suppliers of vanillin products?

No	Yes	If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2022?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-22. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2022?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

III-23. **Supplier certification.**--Do you require your suppliers to be or to become certified or qualified to sell vanillin products to your firm?

If yes, provide the following information.

- The number of days required to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Certification/qualification process and factors considered
<input type="checkbox"/>	<input type="checkbox"/>		

III-24. **Failure to certify.**--Since January 1, 2022, have any domestic or foreign producers failed in their attempts to certify or qualify their vanillin products with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these producers, the countries where they are located, and the reasons why they failed or lost the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-25. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase vanillin products (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions: _____.	

III-26. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for vanillin products.

Factor	Very important	Somewhat important	Not important
Availability of synthetic methylvanillin (C <sub>8</sub> H <sub>8</sub> O <sub>3</sub> )	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of natural methylvanillin (C <sub>8</sub> H <sub>8</sub> O <sub>3</sub> )	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of ethylvanillin (C <sub>9</sub> H <sub>10</sub> O <sub>3</sub> )	<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"/>
Flavor concentration or profile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Payment terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Produced from natural inputs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Produced using natural processes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<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"/>
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"/>

- III-27. **Quality characteristics.**--What characteristics does your firm consider when evaluating the quality of vanillin products?

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- III-28. **Minimum quality.**--How often do vanillin products from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-29. **Frequency of decisions based on price.**--How often does your firm purchase the vanillin products that are offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-30. **Price leaders.**--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 is not necessarily the lowest-priced supplier.*

Please list the names of any firms you have considered price leaders in the vanillin products market since January 1, 2022.

Firm(s)	Describe how the firm(s) exhibited price leadership

- III-31. **Role of section 301 tariffs.**-- Did the tariffs on Chinese-origin products under section 301, or changes in these tariffs, have an impact on the vanillin products market in the United States, including any effects on the cost, price, supply, and/or demand for vanillin products, since January 1, 2022?

Yes	No	Don't know
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>If yes, please describe the impact on cost, price, supply, and/or demand, and include the timing of such impacts.</b>

**PART IV.—PRODUCT COMPARISONS**

- IV-1. **Source interchangeability.**—How often are vanillin products produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or O in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Other countries
United States		
China		
For any country-pair producing vanillin products which are <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude the interchangeable use of vanillin products produced in the countries:		

IV-2. **Product interchangeability.**—How often can vanillin products physically be used in the same end use applications?

Please indicate A, F, S, N, or O in the table below:

A = the products are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

O = *no familiarity* with the products

Product-pair	Methylvanillin (4-Hydroxy-3-methoxybenzaldehyde) of any production method (synthetic, natural, and/or bio-synthetic)	Synthetic methylvanillin (4-Hydroxy-3-methoxybenzaldehyde)	Natural or biosynthetic methylvanillin (4-Hydroxy-3-methoxybenzaldehyde)
Ethylvanillin (3-Ethoxy-4-hydroxybenzaldehyde)			
Synthetic methylvanillin (4-Hydroxy-3-methoxybenzaldehyde)			
If the product-pair is <i>sometimes</i> or <i>never</i> interchangeable, explain the factors that limit or preclude the interchangeable use of that vanillin product and in which end use application(s).			

- IV-3. **Production method differences for methylvanillin.**—Are there any differences between the physical characteristics (i.e., on a chemical or molecular level) of methylvanillin that was produced synthetically compared to methylvanillin that was produced naturally or biosynthetically?

No	Yes	If yes, please describe the chemical or molecular differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- IV-4. **Factors other than price.**—How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between vanillin products produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

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

IV-5. **Factor country comparisons.**--For the factors listed below, please rate how vanillin products produced in each country you identified in your response with which you are familiar, as reported in question II-5, compare with vanillin products produced in each of the other countries with which you are familiar.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

Factor	Product from <u>United States</u> compared to product from <u>China</u>				Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>				Product from <u>China</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior		Superior	Comparable	Inferior		Superior	Comparable	Inferior
Availability of synthetic methylvanillin (C <sub>8</sub> H <sub>8</sub> O <sub>3</sub> )	<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"/>
Availability of natural methylvanillin (C <sub>8</sub> H <sub>8</sub> O <sub>3</sub> )	<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"/>
Availability of ethylvanillin (C <sub>9</sub> H <sub>10</sub> O <sub>3</sub> )	<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"/>
Delivery terms	<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"/>
Delivery time	<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"/>
Discounts offered	<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"/>
Flavor concentration or profile	<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"/>
Minimum quantity requirements	<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"/>
Packaging	<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"/>
Payment terms	<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"/>

Factor	Product from <u>United States</u> compared to product from <u>China</u>				Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>				Product from <u>China</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior		Superior	Comparable	Inferior		Superior	Comparable	Inferior
Price <sup>1</sup>	<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"/>
Produced from natural inputs	<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"/>
Produced using natural processes	<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"/>
Product consistency	<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"/>
Product range	<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"/>
Quality meets industry standards	<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"/>
Quality exceeds industry standards	<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"/>
Reliability of supply	<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"/>
Technical support/service	<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"/>
U.S. transportation costs <sup>1</sup>	<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"/>

<sup>1</sup> A rating of “superior” on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART V.—ADDITIONAL INFORMATION**

- V-1. **Other explanations.**--If your firm would like to further explain a response to any question for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

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## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://usitc.gov/reports/active\\_import\\_injury\\_questionnaires](https://usitc.gov/reports/active_import_injury_questionnaires).

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

- **Upload via Commission’s secure submission portal.**— The questionnaire must be uploaded in two formats: (1) a Microsoft Word 97-2003 document; and (2) a PDF copy of the complete questionnaire with a signature on the first page. Please include any attachments at the end of the PDF (e.g., APO certification, additional comments, etc.).

**Web address:** <https://usitc.gov/qportal>      **Pin:** VANILLIN      **Phase:** Final

- **E-mail.**— *E-mail the MS Word questionnaire to [Craig.Thomsen@usitc.gov](mailto:Craig.Thomsen@usitc.gov); include a PDF copy of the complete questionnaire with a signature on the first page. Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure submission portal and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not purchase this product,** please fill out page 1, print, sign, and submit a scanned PDF copy via the Commission’s secure submission portal or email.

**Parties to this proceeding.**— If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1802). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.