

IMPORTERS' QUESTIONNAIRE
SODIUM HEXAMETAPHOSPHATE (SHMP) FROM CHINA

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 February 22, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning sodium hexametaphosphate (SHMP) from China (inv. No.731-TA-1110 (Preliminary)). 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 imported sodium hexametaphosphate (SHMP) and/or other polyphosphates under HTS subheading 2835.39.50 ("other" or "non-SHMP imports" under HTS subheading 2835.39.50) from any country at any time since January 1, 2004? See product definitions in the instruction booklet.

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
- YES (SHMP)** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)
- YES (non-SHMP)** (Read the instruction booklet carefully, complete the cover page and question II-7, and return these pages to the Commission). Note, however, that if your firm also imported SHMP your firm needs to also check the YES box for SHMP and complete the entire questionnaire.

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 this investigation 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

Email address

PART I. GENERAL QUESTIONS

Note that there is an instruction booklet with definitions that accompanied this questionnaire. Please contact Debra Baker (Debra.Baker@USITC.GOV) if the booklet became separated from the questionnaire and you do not have it available.

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 20 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. 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 **SHMP** from **China** into the United States or which are engaged in exporting **SHMP** from **China** 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 **SHMP**?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on **SHMP**. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of **SHMP** but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters **SHMP** into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
Bonded warehouses No Yes

I-9. Please indicate whether your firm imports **SHMP** under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify. _____

PART II. TRADE AND RELATED INFORMATION

Note that there is an instruction booklet with definitions that accompanied this questionnaire. Please contact Debra Baker (Debra.Baker@USITC.GOV) if the booklet became separated from the questionnaire and you do not have it available.

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

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

Company contact: _____
 Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of **SHMP** since January 1, 2004?

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

II-3. Has your firm imported or arranged for the importation of **SHMP** from **China** for delivery after December 31, 2006?

No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces **SHMP** in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of SHMP imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Germany, Mexico, and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China Germany Mexico All other sources combined¹

(Quantity in metric tons, value in \$1,000)			
Item	Calendar years		
	2004	2005	2006
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
IMPORTS:²			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> ³ of internal consumption/transfers			
EXPORT SHIPMENTS:⁴			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)			
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)			
¹ Please identify these sources: _____ _____ _____			
² Identify the foreign producers, if known: _____ _____			
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below: _____ _____			
⁴ Identify your principal export markets: _____ _____			
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-6. **IMPORTS BY TYPE OF PRODUCT.**--Report your firm's U.S. shipments of **SHMP** imported by your firm, by type of product. Note that food grade SHMP is defined as that meeting *Food Chemical Codex* specifications. Include data for your firm's total U.S. shipments (i.e., commercial shipments, internal consumption, and transfers to related firms). Do NOT include your firm's shipments of product outside the United States (i.e., export shipments). (See definitions in the instruction booklet.) **It is acceptable for your firm to calculate the below data based upon your estimates of the relative percentages that fall within each category. Report separately for China, Germany, Mexico, and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- China
- Germany
- Mexico
- All other sources combined:
 (identify sources for food grade): _____
 (identify sources for technical grade): _____
 (identify sources for all other grades): _____

(Quantity in metric tons, value in \$1,000)			
Item	Calendar years		
	2004	2005	2006
U.S. SHIPMENTS of SHMP imported by your firm:			
Food grade, regular chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
Quantity			
Value			
Food grade, long chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
Quantity			
Value			
Technical grade, regular chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
Quantity			
Value			
Technical grade, long chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
Quantity			
Value			
All other grades:¹			
Quantity			
Value			
TOTAL of above:²			
Quantity			
Value			
¹ Please identify the grade and/or end-use: _____ ² Reconciliation of data.--Please note that the totaled U.S. shipment figures should equal U.S. shipments reported on the previous page in question II-5 (i.e., the total of <u>commercial shipments</u> and <u>internal consumption/company transfers</u>). Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

PART II. TRADE AND RELATED INFORMATION--Continued

II-7. **EXCLUDED items imported under HTS subheading 2835.39.50.**—Report your firm’s imports under HTS subheading 2835.39.50 (“other polyphosphates”) of product that does NOT meet the definition of SHMP and, therefore, are not subject to the possible imposition of antidumping duties. (See definitions in the instruction booklet.) Do NOT include here any data for your firm’s imports of SHMP that were reported in response to question II-5. (In other words, adding the figures your firm reported in question II-5 and those reported in question II-7 for each reporting country will equal your firm’s total U.S. imports under this HTS subheading unless your firm enters SHMP under HTS subheadings other than 2835.39.50). **Report separately for China, Germany, Mexico and for all other sources. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- Firm only imported SHMP (as reported in response to question II-5)
- China (imports of “other polyphosphates” under HTS subheading 2835.39.50 not meeting the definition of SHMP)
- Germany (imports of “other polyphosphates” under HTS subheading 2835.39.50 not meeting the definition of SHMP)
- Mexico (imports of “other polyphosphates” under HTS subheading 2835.39.50 not meeting the definition of SHMP)
- All other sources combined** (imports of “other polyphosphates” under HTS subheading 2835.39.50 not meeting the definition of SHMP)
 identify country(ies): _____

<i>(Quantity in metric tons, value in \$1,000)</i>			
Item	Calendar years		
	2004	2005	2006
IMPORTS:¹			
<i>Quantity of imports²</i>			
<i>Value of imports²</i>			
¹ Identify the (chemical) products for which you have provided data in this item: _____			
² <u>Reconciliation of data.</u> --Please note that the total of your firm’s U.S. imports reported in question II-5 and your firm’s U.S. imports reported in this question will equal your firm’s <u>total</u> U.S. imports under HTS subheading 2835.39.50 <u>unless</u> your firm enters SHMP under HTS subheadings other than 2835.39.50. Do the data reported reconcile?			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

II-8. If your firm imported **SHMP** at any time since January 1, 2004, was it always imported under HTS subheading 2835.39.50?

- DON'T KNOW
- YES
- NO –List the HTS subheading(s) under which it was imported: _____

PART III. PRICING AND RELATED INFORMATION

Note that there is an instruction booklet with definitions that accompanied this questionnaire. Please contact Craig Thomsen (Craig.Thomsen@USITC.GOV) if the booklet became separated from the questionnaire and you do not have it available.

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226).

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

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A. PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China during January 2004-December 2006:

Product 1.--Sodium hexametaphosphate, technical grade, regular chain

Product 2.--Sodium hexametaphosphate, technical grade, long chain

Product 3.--Sodium hexametaphosphate, food grade, regular chain

Product 4.--Sodium hexametaphosphate, food grade, long chain

Note that food grade SHMP is defined as that meeting *Food Chemical Codex* specifications.

Please report separately for each product and for each country from which you import SHMP. Check the appropriate box at the top of the next page and photocopy the page as necessary.

Please note that total dollar values should be reported on an f.o.b., U.S. point of shipment basis. F.o.b. data 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 III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and/or any nonsubject source and sold by your firm to unrelated U.S. customers. Also complete a separate page for each country you import from.

Product 1 Product 2 Product 3 Product 4
 China Other: Please specify _____

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

Section III-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to both technical and food grade SHMP. If your response to any question differs based on the grade of SHMP, please note this in your response.

III-B-1. Please describe how your firm determines the prices that it charges for sales of SHMP (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.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.) for its sales of SHMP.

III-B-3. What are your firm's typical sales terms for SHMP imported from China (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its SHMP imported from China in 2006 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)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. 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? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. 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? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of SHMP?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of SHMP that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's SHMP?

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

III-B-10. Describe the end uses of the SHMP that you import from SHMP. For each end-use product, what percentage of the total cost is accounted for by the cost of SHMP?

<u>End use</u>	<u>Share of total cost accounted for by SHMP (percent)</u>
_____	_____
_____	_____
_____	_____

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

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

III-B-11. (a) Please list in order of importance any products that may be substituted for SHMP.

(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 SHMP?

No Yes--To what degree do changes in their prices affect the price for SHMP?
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 SHMP or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for SHMP changed since January 1, 2004? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of SHMP since January 1, 2004?

No Yes--Please describe.

III-B-14. Does your firm sell SHMP over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of SHMP in 2006 accounted for by internet sales.

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

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

III-15 a) Do your customers require the SHMP that you sell to them be certified or pre-qualified with respect to the quality, chemistry, or other performance characteristics?

No

Yes— ____ percent of sales in 2006

Yes—all sales

b) Please provide a general description of the certification or qualification process; include in your response the grade of SHMP that must be certified or qualified.

C) How long does certification or qualification take? _____

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

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

III-B-16. Is SHMP produced in the United States and in other countries interchangeable (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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair producing SHMP which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use. In your response relating to "other countries", if the degree of interchangeability differs for different non-subject countries, please note this below.

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

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

III-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between SHMP produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of SHMP, identify the country-pair and report the advantages or disadvantages imparted by such factors. In your response relating to "other countries", if the existence of differences other than price differs for different non-subject countries, please note this below.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for SHMP imported from China during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of SHMP from China that each of these customers accounted for in 2006.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					