

U.S. 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 November 28, 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 (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)).

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 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 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 of Authorized Official

Title of Authorized Official

Date

Signature

Phone: ()

Fax ()

E-mail address

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 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 4 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 INFORMATION--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of SHMP?

<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 products(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 (firm name, address, telephone, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

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

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any 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 production 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 September 30, 2007?

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-5a. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of SHMP imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

China

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
<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/Transfers to related firms:					
<i>Quantity</i> of internal cons/transfers					
<i>Value</i> ² of internal cons/transfers					
Export shipments: ³					
<i>Quantity</i> of exports					
<i>Value</i> of exports					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Identify the foreign producers, if known: _____ ² 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, 2006, January-September 2006, and January-September 2007 below: _____ _____ ³ Identify your principal export markets: _____ ⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5b. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of SHMP imported from **Mexico** by your firm during the specified periods. (See definitions in the instruction booklet.)

Mexico

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
<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/Transfers to related firms:					
<i>Quantity</i> of internal cons/transfers					
<i>Value</i> ² of internal cons/transfers					
Export shipments: ³					
<i>Quantity</i> of exports					
<i>Value</i> of exports					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Identify the foreign producers, if known: _____ ² 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, 2006, January-September 2006, and January-September 2007 below: _____ _____ ³ Identify your principal export markets: _____ ⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5c. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of SHMP imported from **all other countries combined**¹ by your firm during the specified periods. (See definitions in the instruction booklet.)

All other sources combined

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
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/Transfers to related firms:					
<i>Quantity</i> of internal cons/transfers					
<i>Value</i> ³ of internal cons/transfers					
Export shipments: ⁴					
<i>Quantity</i> of exports					
<i>Value</i> of exports					
End-of-period inventories ⁵ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the countries: _____ _____					
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, January-September 2006, and January-September 2007 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6a. **IMPORTS BY TYPE OF PRODUCT.**--Report your firm's U.S. shipments of SHMP imported by your firm from **China**, 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 report the data below based upon your estimates of the relative percentages that fall within each category.**

China

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
U.S. SHIPMENTS of SHMP imported by your firm:					
Food grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Food grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Technical grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Technical grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ 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 total of your firm's U.S. shipment figures should equal U.S. shipments reported on the previous pages in question II-5a. Do the data reported here reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6b. **IMPORTS BY TYPE OF PRODUCT.**--Report your firm's U.S. shipments of SHMP imported by your firm from **Mexico**, 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 report the data below based upon your estimates of the relative percentages that fall within each category.**

Mexico

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
U.S. SHIPMENTS of SHMP imported by your firm:					
Food grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Food grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Technical grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Technical grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ 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 <u>Reconciliation of data.</u> —Please note that the total of your firm's U.S. shipment figures should equal U.S. shipments reported on the previous pages in question II-5b. Do the data reported here reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6c. **IMPORTS BY TYPE OF PRODUCT.**--Report your firm's U.S. shipments of SHMP imported by your firm from **all other sources combined**, 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 report the data below based upon your estimates of the relative percentages that fall within each category.**

All other sources combined:

(identify sources for food grade): _____

(identify sources for technical grade): _____

(identify sources for all other grades): _____

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
U.S. SHIPMENTS of SHMP imported by your firm:					
Food grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Food grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Technical grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
Quantity					
Value					
Technical grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ 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 total of your firm's U.S. shipment figures should equal U.S. shipments reported on the previous pages in question II-5c. Do the data reported here 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.--For the countries listed below, 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).

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
Imports from:¹					
China					
Quantity of imports ²					
Value of imports ²					
Germany					
Quantity of imports ²					
Value of imports ²					
Mexico					
Quantity of imports ²					
Value of imports ²					
All other sources combined³					
Quantity of imports ²					
Value of imports ²					
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: _____ ³ Identify Countries: _____					

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 II.--TRADE AND RELATED INFORMATION--Continued

II-9 a. Is SHMP commonly sold as a specific (average) chain length or as a grouping of chain lengths (i.e., sold as “regular chain” or “long chain”)? Please discuss the circumstances where the terms of sale, and relative importance of chain length, may vary.

b. Do all (or most) participants in the U.S. SHMP market use the terms “regular” chain and “long chain” to include the same chain length numbers? Please discuss.

Yes No

c. What are the groupings used by your firm? Please specify (in range of average chain lengths) what your firm considers to be (1) regular chain SHMP (____ to ____ lengths); (2) long chain SHMP (____ to ____ lengths)? Does your firm use the term “medium” chain SHMP? Yes No. If yes, what are the chain lengths of the “medium” chain SHMP sold by your firm? ____ to ____ lengths.

d. Under what circumstances and for which end-uses do regular chain SHMP and long chain SHMP compete for sale?

e. Under what circumstances and for which end-uses does regular chain SHMP of one (numerical) chain length compete for sale with regular chain SHMP of another (numerical) chain length?

f. Under what circumstances and for which end-uses does long chain SHMP of one (numerical) chain length compete for sale with long chain SHMP of another (numerical) chain length?

g. What are the end uses for technical grade, long chain SHMP? Under what circumstances and for which end-uses could technical grade, regular chain SHMP be used in place of the technical grade, long chain product?

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

II-10. Did your firm change the amounts of its imports (or do you plan to change the amounts of your imports) of SHMP from China because of the filing of the petition in this investigation and/or because of the Department of Commerce's preliminary determination of sales at less value of SHMP from China?

- No Yes--Supply specific details as to the time, nature, and amounts of any such changes in imports or orders, also indicating whether any increases in imports from China replaced or will replace (or whether any decreases in imports from China were replaced by or will be replaced by) SHMP produced in the United States and/or imported from nonsubject countries and/or substitute products.

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number 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, Mexico, and all other countries combined during **January 2004-September 2007**:

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

Report the quarterly price data¹ for pricing products² from **China** below.

Quantity (in pounds) and value (in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2004:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2005:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2006:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2007:								
Jan-Mar								
Apr-Jun								
Jul-Sep								

¹ 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.

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

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

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

Section III-A.—PRICE DATA—Continued

Report the quarterly price data¹ for pricing products² from **Mexico** below.

Quantity (in pounds) and value (in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2004:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2005:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2006:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2007:								
Jan-Mar								
Apr-Jun								
Jul-Sep								

¹ 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.

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

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

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

Section III-A.—PRICE DATA—Continued

Report the quarterly price data¹ for pricing products² from **all other countries combined** below.

Quantity (in pounds) and value (in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2004:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2005:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2006:								
Jan-Mar								
Apr-Jun								
Jul-Sep								
Oct-Dec								
2007:								
Jan-Mar								
Apr-Jun								
Jul-Sep								

¹ 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.

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

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

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

Section III-B.—PRICE-RELATED QUESTIONS

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. warehouse, or delivered)? _____.

III-B-4. Approximately what shares 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 and including 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—Continued

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 sales, 2006	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? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's SHMP? (check all that apply)

- | | | | |
|------------------------------------|--|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe: _____) | | |

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

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

IV-B-10. Do you believe that there been a change in recent years in the traditional practice in the U.S. market whereby prices were quoted on a freight-equalized basis (e.g., such that U.S. producers would quote freight costs from a common shipping point) towards prices being increasingly quoted on a delivered basis?

- No
- Yes—Please identify and comment on any reason(s) for the change.

III-B-11. Describe the end uses of the SHMP that you import from China. For each end-use product, what percentage of the total cost is accounted for by SHMP?

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

III-B-12. (a) Please list in order of importance any products that may be substituted for SHMP (if there are no substitutes, please state “none”).

- (i) _____ (ii) _____ (iii) _____

(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?

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

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

III-B-13. 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?

- Increase No Change Decrease

III-B-14. Have there been any significant changes in the product range or marketing of SHMP since January 1, 2004?

- No Yes-- Please describe.

III-B-15. 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.

III-B-16. (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? _____

IV-B-17. a) Do your customers require the SHMP that you sell to them to have a Certificate of Assay?

- No Yes—____ percent of sales in 2006 Yes—all sales

b) What characteristics listed on the Certificate of Assay are the most important for the purchasers of the SHMP that you sell?

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

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

III-B-18. 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 “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 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

IV-B-19. 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 identify below the names and addresses of your firm's 10 largest customers for SHMP 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 shipments 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					