

U.S. PURCHASERS' 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 INSERT DATE

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

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased SHMP (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission.)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)</p>

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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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 5 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 II.--TRADE AND RELATED INFORMATION—Continued

II-3. If the relative shares of your firm's total purchases of SHMP from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4. If your firm has purchased SHMP from only one country, please explain the reasons for doing so.

II-5. Did your firm change the amount of its purchases (or do you plan to change the amounts of your purchases) 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 purchases, also indicating whether any increases in purchases of Chinese SHMP replaced or will replace (or whether any decreases in purchases of Chinese SHMP were replaced by or will be replaced by) SHMP produced in the United States and/or from nonsubject countries and/or substitute products.

II-6. Since January 1, 2004, have prices in the U.S. market for SHMP generally increased, decreased, or stayed the same?

Increased Decreased Stayed the same

PART II.--TRADE AND RELATED INFORMATION—Continued

II-7. If you checked “Increase” or “Decrease” in response to the previous question, please list (in order of importance) what you believe are the principal reasons why prices changed.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of SHMP (check all that apply, noting the specific end uses if known)?

- Water treatment (_____)
- Kaolin mining (_____)
- Industrial/Institutional cleaning (_____)
- Consumer goods (_____)
- Distributor (_____)
- Other (_____)

III-2. (a) If your firm is a distributor or reseller of SHMP, what are the major types of consumers to which you sell SHMP?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase SHMP?

III-3. If your firm is an end user of SHMP, list in order of quantity of SHMP consumed, the top 3 products for which your firm purchases SHMP as a component part or input. Please indicate what percentage of the total cost of each product is accounted for by SHMP. If you use SHMP in providing a service or process, such as water treatment, please indicate what percentage of the total cost of the service you provide is accounted for by SHMP.

Product you produce	Percent of cost accounted for by SHMP

III-4. (a) If your firm is an end user of SHMP, has the demand for your firm's final products incorporating SHMP changed since January 1, 2004?

- Increase No Change Decrease

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

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

III-5. (a) Please list in order of importance any products that may be substituted for SHMP.

- (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—Please explain.

III-6. Are you aware whether the SHMP you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-7. Do you know the manufacturer of the SHMP that you purchase?

- Always Usually Sometimes Never

III-8. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always Usually Sometimes Never

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

III-9. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

- No Yes-- Please describe.

III-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-11. How many suppliers do you generally contact before making a purchase?

III-12. Have you changed suppliers since January 1, 2004?

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

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

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

III-14. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the SHMP they sell to your firm?

- No Yes--_____ percent of purchases in 2006 Yes--All purchases

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

III-15. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-16. a) Do you require the SHMP that you purchase 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 SHMP that you purchase?

III-17. Since January 1, 2004, have any domestic or foreign producers failed in their attempts to certify or qualify their SHMP with your firm or have any producers lost their approved status?

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

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

III-18. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for SHMP.

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

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

III-18. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase SHMP for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: (_____)

III-19. What characteristics does your firm consider when determining the quality of SHMP?

III-20. How often does your firm purchase the SHMP that is offered at the lowest price?

Always Usually Sometimes Never

III-21. Please list the names of any firms you considered price leaders in the SHMP market during January 2004-September 2007. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest-priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-22. Please describe how the above firm(s) exhibited price leadership.

III-23. Does your firm purchase SHMP over the internet?

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

PART IV.--PRODUCT COMPARISONS

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

- United States
- China
- Other countries (Please specify: _____)

IV-2. 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			
<p>¹ For any country-pair producing SHMP which is <i>sometimes</i> or <i>never</i> 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.</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			

IV-3. How important is chain length in the sale and use of SHMP? How comparable is SHMP of different chain lengths? For example, to what extent does SHMP of 10-12 chain length compete with (or is interchangeable with) SHMP of 17-19 chain length?

PART IV--PRODUCT COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order SHMP from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why SHMP from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of SHMP available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

IV-6. If you purchased SHMP from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV--PRODUCT COMPARISONS--Continued

IV-7. For the factors listed below, please rate how SHMP produced in each country you identified in your response to the first question in Part IV compares with SHMP produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether product is superior, comparable, or inferior from the first source compared to the second source.

Quality	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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"/>
Extension of credit.....	<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"/>
Lower price ¹	<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"/>
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"/>
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"/>
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"/>
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"/>
Lower U.S. transportation costs ¹	<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"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<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"/>
_____	<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"/>
_____	<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"/>

¹ 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 IV--PRODUCT COMPARISONS--Continued

IV-8. (a) How often does domestically produced SHMP meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(b) How often does imported SHMP from China meet minimum quality specifications for your uses or your customers' uses?

China

Always Usually Sometimes Never

(c) How often does imported SHMP from nonsubject countries meet minimum quality specifications for your uses or your customers' uses?

From (country): _____

Always Usually Sometimes Never

From (country): _____

Always Usually Sometimes Never

From (country): _____

Always Usually Sometimes Never

From (country): _____

Always Usually Sometimes Never

PART V.—SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of SHMP purchased during 2004-06. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of SHMP that each of these suppliers accounted for in 2006.

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