

**IMPORTERS' QUESTIONNAIRE**  
**CHLORINATED ISOCYANURATES FROM CHINA AND SPAIN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than March 3, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning chlorinated isocyanurates (chlorinated isos) from China and Spain (invs. Nos. 731-TA-1082 and 1083 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported <b>chlorinated isocyanurates</b> (as defined in the instruction booklet) from any country at any time since January 1, 2002?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
---

**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 these investigations 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 these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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 chlorinated isos from China or Spain into the United States or which are engaged in exporting this product from China or Spain 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 chlorinated isos?

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 chlorinated isos. 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 chlorinated isos 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 chlorinated isos 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 chlorinated isos under the TIB (temporary importation under bond) program.

No       Yes

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

No       Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_



**Photocopy as many pages as you need and identify the country (China, Hong Kong, Spain, or all other sources combined) for which you are reporting in the check box provided.**

CHINA     HONG KONG     SPAIN     All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>IMPORTS:</b> <sup>2</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
<b>U.S. SHIPMENTS TO MASS MARKET RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
<b>U.S. SHIPMENTS TO POOL-RELATED RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			

*Table continued on next page.*

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

<b>U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:</b>			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			
<b>U.S. SHIPMENTS TO OTHER<sup>5</sup>:</b>			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
<sup>1</sup> Please identify these sources: _____. <sup>2</sup> Identify the foreign producers, if known: _____. <sup>3</sup> Identify your principal export markets: _____. <sup>4</sup> Reconciliation of data.--Note that the <b>quantities</b> 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: _____. <sup>5</sup> Identify your "other" shipments: _____. 			

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6b. **GRANULAR TRICHLOR CHLORINATED ISOS IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **granular trichlor chlorinated isos** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Hong Kong, Spain, and for all other sources combined. Photocopy as many pages as you need and identify the country (China, Hong Kong, Spain, or all other sources combined) for which you are reporting in the check box provided.**

CHINA     HONG KONG     SPAIN     All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>IMPORTS:</b> <sup>2</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
<b>U.S. SHIPMENTS TO MASS MARKET RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
<b>U.S. SHIPMENTS TO POOL-RELATED RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			

*Table continued on next page.*

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

<b>U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:</b>			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			
<b>U.S. SHIPMENTS TO OTHER<sup>5</sup>:</b>			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
<sup>1</sup> Please identify these sources: _____. <sup>2</sup> Identify the foreign producers, if known: _____. <sup>3</sup> Identify your principal export markets: _____. <sup>4</sup> Reconciliation of data.--Note that the <b>quantities</b> 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: _____. <sup>5</sup> Identify your "other" shipments: _____. 			

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6c. **GRANULAR DICHLOR CHLORINATED ISOS IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **granular dichlor chlorinated isos** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Hong Kong, Spain, and for all other sources combined. Photocopy as many pages as you need and identify the country (China, Hong Kong, Spain, or all other sources combined) for which you are reporting in the check box provided.**

CHINA     HONG KONG     SPAIN     All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>IMPORTS:</b> <sup>2</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
<b>U.S. SHIPMENTS TO MASS MARKET RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
<b>U.S. SHIPMENTS TO POOL-RELATED RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			

*Table continued on next page.*

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

<b>U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:</b>			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			
<b>U.S. SHIPMENTS TO OTHER<sup>5</sup>:</b>			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
<sup>1</sup> Please identify these sources: _____. <sup>2</sup> Identify the foreign producers, if known: _____. <sup>3</sup> Identify your principal export markets: _____. <sup>4</sup> Reconciliation of data.--Note that the <b>quantities</b> 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: _____. <sup>5</sup> Identify your "other" shipments: _____. 			

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6d. **TABLETED TRICHLOR CHLORINATED ISOS IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **tableted trichlor chlorinated isos** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Hong Kong, Spain, and for all other sources combined. Photocopy as many pages as you need and identify the country (China, Hong Kong, Spain, or all other sources combined) for which you are reporting in the check box provided.**

CHINA     HONG KONG     SPAIN     All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>IMPORTS:</b> <sup>2</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
<b>U.S. SHIPMENTS TO MASS MARKET RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
<b>U.S. SHIPMENTS TO POOL-RELATED RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			

*Table continued on next page.*

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

<b>U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:</b>			
Quantity of U.S. shipments to the industrial market			
Value of U.S. shipments to the industrial market			
<b>U.S. SHIPMENTS TO OTHER<sup>5</sup>:</b>			
Quantity of U.S. shipments to other			
Value of U.S. shipments to other			
<sup>1</sup> Please identify these sources: _____. <sup>2</sup> Identify the foreign producers, if known: _____. <sup>3</sup> Identify your principal export markets: _____. <sup>4</sup> Reconciliation of data.--Note that the <b>quantities</b> 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: _____. <sup>5</sup> Identify your "other" shipments: _____. 			

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6d. **“BLENDED” CHLORINATED ISOS TABLETS IMPORTS BY SOURCE.**—Report your firm’s imports and your firm’s shipments and inventories of **“blended” chlorinated isos tablets** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China, Hong Kong, Spain, and for all other sources combined. Photocopy as many pages as you need and identify the country (China, Hong Kong, Spain, or all other sources combined) for which you are reporting in the check box provided.**

CHINA       HONG KONG       SPAIN       All other sources combined<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
IMPORTS: <sup>2</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption:</b>			
<i>Quantity</i> of internal consumption			
<i>Value</i> <sup>2</sup> of internal consumption			
<b>Transfers to related firms:</b>			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> <sup>2</sup> of transfers to related firms			
<b>EXPORT SHIPMENTS:<sup>3</sup></b>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES <sup>4</sup> <i>(quantity)</i>			
U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS <i>(quantity)</i>			
U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO DISTRIBUTORS:</b>			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
<b>U.S. SHIPMENTS TO MASS MARKET RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
<b>U.S. SHIPMENTS TO POOL-RELATED RETAILERS:</b>			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			

*Table continued on next page.*

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

<b>U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:</b>			
Quantity of U.S. shipments to the industrial market			
Value of U.S. shipments to the industrial market			
<b>U.S. SHIPMENTS TO OTHER<sup>5</sup>:</b>			
Quantity of U.S. shipments to other			
Value of U.S. shipments to other			
<sup>1</sup> Please identify these sources: _____.			
<sup>2</sup> Identify the foreign producers, if known: _____.			
<sup>3</sup> Identify your principal export markets: _____.			
<sup>4</sup> Reconciliation of data.--Note that the <b>quantities</b> 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: _____.			
<sup>5</sup> Identify your "other" shipments: _____.			

II-7. Please indicate whether your imports of chlorinated isos were transshipped through other customs territories (including imports from China transshipped through Hong Kong):

---

---

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

II-8. **COMPARABILITY OF TRICHLOR VERSUS DICHLOR** – Please describe the differences and similarities between TRICHLOR chlorinated isos and DICHLOR chlorinated isos for the following factors: (a) physical properties; (b) manufacturing processes-where and how they are made, and whether there are common facilities and employees; (c) end uses-include a discussion on the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution – describe the specific channels of distribution/market environment in which the products are sold; (e) customer requirements – describe the typical requirements of the customer; and (f) price. Use additional pages if necessary.

(a) Physical properties:

---

---

---

(b) Manufacturing processes:

---

---

---

(c) End uses:

---

---

---

(d) Channels of distribution:

---

---

---

(e) Customer requirements:

---

---

---

(f) Price:

---

---

---

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-9. **COMPARABILITY OF GRANULAR CHLORINATED ISOS VERSUS TABLETED CHLORINATED ISOS** – Please describe the differences and similarities between GRANULAR chlorinated isos and TABLETED chlorinated isos for the following factors: (a) physical properties; (b) manufacturing processes-where and how they are made, and whether there are common facilities and employees; (c) end uses-include a discussion on the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution – describe the specific channels of distribution/market environment in which the products are sold; (e) customer requirements – describe the typical requirements of the customer; and (f) price. Use additional pages if necessary.

(a) Physical properties:

---

---

---

(b) Manufacturing processes:

---

---

---

(c) End uses:

---

---

---

(d) Channels of distribution:

---

---

---

(e) Customer requirements:

---

---

---

(f) Price:

---

---

---

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-10. **COMPARABILITY OF “BLENDED” CHLORINATED ISOS TABLETS VERSUS ALL OTHER CHLORINATED ISOS** – Please describe the differences and similarities between BLENDED chlorinated isos tablets and ALL other chlorinated isos for the following factors: (a) physical properties; (b) manufacturing processes—where and how they are made, and whether there are common facilities and employees; (c) end uses—include a discussion on the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution – describe the specific channels of distribution/market environment in which the products are sold; (e) customer requirements – describe the typical requirements of the customer; and (f) price. Use additional pages if necessary.

(a) Physical properties:

---

---

---

(b) Manufacturing processes:

---

---

---

(c) End uses:

---

---

---

(d) Channels of distribution:

---

---

---

(e) Customer requirements:

---

---

---

(f) Price:

---

---

---

**PART III. PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Kelly Clark** (202-205-3166 via e-mail [kelly.clark@usitc.gov](mailto:kelly.clark@usitc.gov)).

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**

Check here if your firm imports chlorinated isos from China and/or Spain and sells these products to unrelated U.S. companies. Report the selling price data requested in section III-A.1.

Check here if your firm imports granular chlorinated isos from China and/or Spain and produces tablets. Report the purchase price data requested in section III-A.2.

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A.1. SELLING 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 (including Hong Kong) and Spain during January 2002-December 2004:

**Chlorinated Isos in granular form:**

***Product 1.***--Granular trichloroisocyanuric acid with approximately 90 percent available chlorine content (similar to ACL®90 or CDB®), sold in 2,205 lb. polypropylene bags

***Product 2.***--Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in 2,205 lb. polypropylene bags, for repackaging for pool treatment use

***Product 3.***--Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in 300 pound drums, for use in cleanser and/or sanitizer applications

**Chlorinated Isos in tableted form:** (note- if your firm sells tablets made of chlorinated isos from multiple countries, please estimate on the next page to the best of your ability the percent of your tablets are made from chlorinated isos from each country)

***Product 4.***-Trichlor tablets (see instruction booklet for definition) in 1 metric ton containers

***Product 5.***-Trichlor tablets (see instruction booklet for definition) in 24-26 pound containers

***Product 6.***- Blended 3-inch tablets (see instruction booklet for definition) with approximately 85 to 90 percent available chlorine content, in 24-26 pound containers

Please note that total dollar values should be f.o.b., U.S. point of shipment and 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.1. SELLING PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported from China and Spain and sold by your firm to unrelated U.S. customers. Also complete a separate page for each subject country from which you import.

Product 1  Product 2  Product 3  Product 4  Product 5  Product 6   
 China  Spain

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	F.o.b. value <sup>2</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
<sup>2</sup> 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.		

**Note for products 4, 5 and 6 only-** if your firm blends imports from different countries before resale in the United States (e.g., in the packaging or tableting process) please indicate the percentage of the tableted pricing product data you estimate is manufactured from chlorinated isos from each country:

---



---

**Note for products 4 and 5 only:** Please specify the weight of the tablets for which pricing data are reported.

---

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A.2.—PURCHASE PRICE DATA**-- This section requests quarterly price and quantity data for your firm's direct import purchases of granular chlorinated isos from China (including Hong Kong) and/or Spain for production of tablets during January 2002-December 2004. Please report data for the following products:

**Chlorinated Isos in granular form:**

***Product 1.***—Granular trichloroisocyanuric acid with approximately 90 percent available chlorine content (similar to ACL®90 or CDB®), sold in 2,205 lb. polypropylene bags

***Product 2.***—Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in 2,205 lb. polypropylene bags, for repackaging for pool treatment use

***Product 3.***—Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in 300 pound drums, for use in cleanser and/or sanitizer applications

**Please note that total dollar values should be should be net of returns, discounts, allowances, rebates but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.**

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A.2.—PURCHASE PRICE DATA--Continued**

**PURCHASES FROM FOREIGN MANUFACTURERS<sup>1</sup>**

Product 1  Product 2  Product 3

Country of origin of product: China  Spain

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Delivered value <sup>2</sup>
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  <hr/>		
<sup>2</sup> Delivered value should be net of returns, discounts, allowances, rebates but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.		

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

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

Please note that the questions in this section refer to purchases of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

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

---



---

b) Please list any price increase announcements made by your firm for its sales of imported chlorinated isos since January 2002. Please indicate in your response whether or not the announced price increase was successful.

---



---

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

---



---

III-B-3. What are your firm's typical sales terms for chlorinated isos imported from China and Spain (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 chlorinated isos imported from China and Spain in 2004 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	

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

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

Please note that the questions in this section refer to purchases of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

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) Since January 2002, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

(d) Does the contract fix quantity, price, or both? \_\_\_\_\_

(e) Does the contract have a meet or release provision? \_\_\_\_\_

(f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since January 2002, in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

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

g) Does the contract have any provisions for increases in the cost of raw materials? If yes, please describe.

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

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

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

Please note that the questions in this section refer to purchases of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

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) Since January 2002, approximately what percent of your firm's contracts involved requests for price renegotiation? \_\_\_\_\_

(d) Does the contract fix quantity, price, or both? \_\_\_\_\_

(e) Does the contract have a meet or release provision? \_\_\_\_\_

(f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes \_\_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firm's contract sales since January 2002, in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

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

g) Does the contract have any provisions for increases in the cost of raw materials? If yes, please describe.

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

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 chlorinated isos?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

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

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

Please note that the questions in this section refer to purchases of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

- III-B-8. (a) What is the approximate percentage of the total delivered cost of chlorinated isos 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 chlorinated isos?

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

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

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

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

- (1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

---



---

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

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

Please note that the questions in this section refer to purchases of granular, tabular, and blended tablet chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

III-B-11. (c) Have changes in the prices of these products affected the price for chlorinated isos?

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

---

---

III-B-12. How has the demand within the United States (and outside the United States if known) for chlorinated isos changed since January 1, 2002? What principal factors affect changes in demand?

- Increased                       Unchanged                       Decreased

---

---

III-B-13. a) Have there been any significant changes in the product range of chlorinated isos since January 1, 2002?

- No                       Yes--Please describe.

---

---

b) Have there been any significant changes in the marketing of chlorinated isos since January 1, 2002?

- No                       Yes--Please describe.

---

---

c) Specifically, have you instituted any marketing initiative to reach out to the mass dealer or other segments of the market since January 1, 2002?

- No                       Yes--Please describe.

---

---

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

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

Please note that the questions in this section refer to purchases of granular, tabular, and blended tablet chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

III-B-14. What are the industrial, water treatment, and other non-pool related end uses of chlorinated isos? Do these uses require trichlor or dichlor, either, or both?

---

---

---

III-B-15. Do you import any specially blended tablets of chlorinated isos? If so, please describe and/or attach promotional literature. Do these products compete directly with non-blended chlorinated isos?

---

---

---

III-B-16. At any time since January 1, 2002, has your firm refused to sell chlorinated isos to another U.S. firm for reasons other than price?

No       Yes--Please describe, indicating the specific firm(s), date(s) and reason(s).

---

---

---





**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 chlorinated isos imported from China and Spain during 2002-2004. 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 chlorinated isos from China and Spain that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					