

U.S. PRODUCERS' 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced SHMP (as defined in the instruction booklet) 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

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 50 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. Do you support or oppose the petition?

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to U.S. Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No--I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

PART II.—*Continued*

I-4. 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-5. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Note that there is an instruction booklet with definitions that accompanied this questionnaire. Further information on this part of the questionnaire can be obtained from Debra Baker (202-205-3180 or 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; curtailment of production because of shortages of materials; 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. Does your firm produce other products on the same equipment and machinery used in the production of SHMP?

No Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, sales): _____

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>SHMP</u>	_____	_____	_____
_____	_____	_____	_____

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce SHMP?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>SHMP</u>	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of SHMP?

No Yes--Name firm(s): _____.

II-7. Does your firm produce SHMP in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. Since January 1, 2004, has your firm imported SHMP?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of SHMP in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in metric tons, value in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments: ³					
Quantity of exports					
Value of exports					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <hr/>					
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i>) and provide value data using that basis for 2004, 2005, and 2006 below:</p> <hr/> <hr/>					
<p>³ Identify your principal export markets: _____.</p>					
<p>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?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>					

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

II-10. Report your firm's shipments of SHMP produced in your U.S. establishment(s) during the specified periods, by type of product. Note that food grade SHMP is defined as that meeting *Food Chemical Codex* specifications. Report 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.**

(Quantity in metric tons, value in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
U.S. SHIPMENTS:					
Food grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
<i>Quantity</i>					
<i>Value</i>					
Food grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ range: ____% to ____%)					
<i>Quantity</i>					
<i>Value</i>					
Technical grade, average chain length of 9 to 16 (for the reported products, list the P₂O₅ range: ____% to ____%)					
<i>Quantity</i>					
<i>Value</i>					
Technical grade, average chain length of 17 to 26 (for the reported products, list the P₂O₅ range: ____% to ____%)					
<i>Quantity</i>					
<i>Value</i>					
All other grades:¹					
<i>Quantity</i>					
<i>Value</i>					
TOTAL of above:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please identify the grade and/or end-use: _____ ² <u>Reconciliation of data.</u> —Please note that the totaled U.S. shipment figures should equal U.S. shipments reported on the previous page in question II-9 (i.e., the total of <u>commercial shipments</u> , <u>internal consumption</u> , and <u>transfers to related firms</u>). Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

II-11. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-12. Please discuss the differences, if any, in the manufacturing processes for producing differing chain lengths (i.e., regular compared to long chain) of SHMP. Please also provide a discussion of the time and cost involved in switching your firm's production from regular to long chain.

II-13. Please discuss the production method used by your firm to manufacture SHMP. If your firm uses more than one method, please also identify the share (in percent) of your production accounted for by each method. In answering, please specify whether or not your firm's production operations are fully (or partially) integrated or whether you start the production process with phosphoric acid.

II-14 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?

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

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?

II-15. Other than direct imports, has your firm otherwise purchased SHMP since January 1, 2004?
(See definitions in the instruction booklet.)

- No
 Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in metric tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
China					
Quantity					
Value					
Mexico					
Quantity					
Value					
All other countries:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175 or john.ascienzo@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact:

Name and title		_____
()		_____
Phone number	Fax Number	_____
()		_____
E-mail Address	Company web address	_____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include SHMP: _____
2. Does your firm prepare profit/loss statements for SHMP: Yes No
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify)

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes SHMP, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, et cetera).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced SHMP, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of SHMP from any related company?

Yes—Continue to question III-7 below. No—Continue to question III-10 below.

III-7. Other products.-- In the space provided below, identify the inputs related to the production of SHMP that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No—Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on SHMP); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—please contact John Ascienzo at 202-205-3175.

III-10. For each annual period for which financial results are reported in question III-11, please provide in the space below details of the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's SHMP operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on SHMP.--Report the revenue and related cost information requested below on the SHMP operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

(Quantity in metric tons, value in \$1,000)					
Item	Fiscal years ended--			January-September	
	<u>20__</u>	<u>20__</u>	<u>20__</u>	<u>20__</u>	<u>20__</u>
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS) (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <hr/> ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of SHMP. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	<u>20</u>	<u>20</u>	<u>20</u>	<u>20</u>	<u>20</u>
Assets associated with the production, warehousing, and sale of SHMP:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Short-term investments					
F. Prepaid expenses					
G. Property held for resale					
H. Other (describe: _____)					
I. Total current assets (lines 1.A. through 1.H.)					
2. Notes receivable					
3. Long-term investments					
4. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
5. Goodwill					
6. Other (describe: _____)					
7. Other (describe: _____)					
8. Total assets (lines 1.I, 2, 3, 4, 5, 6, and 7)					

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on SHMP. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	20__	20__	20__	20__	20__
Capital expenditures					
Research and development expenditures					

III-14. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of SHMP from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of SHMP from China?

- No Yes--My firm has experienced actual negative effects as follows:
- _____
- _____
- _____

PART IV.--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).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products 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 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA—Continued

IV-A-1. Report the quarterly price data¹ for pricing products² 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.—PRICE-RELATED QUESTIONS

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

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced SHMP (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic SHMP usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-B-4. Approximately what shares of your firm's sales of its U.S.-produced SHMP 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	

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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? _____

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

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

IV-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 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.

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

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

PART IV.--PRICING AND RELATED INFORMATION--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.

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

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

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-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 Unchanged Decreased

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

- No Yes-- Please describe.

IV-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.

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair 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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-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 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					

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

Section IV-E.—COMPETITION FROM IMPORTS—LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2004: Did your firm lose sales of SHMP to imports of these products from China?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)