

U.S. PRODUCERS' QUESTIONNAIRE

SODIUM METAL FROM FRANCE

This questionnaire must be received by the Commission by no later than August 15, 2008

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigation concerning sodium metal from France (Inv. No. 731-TA-1135 (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 sodium metal (as defined in the instruction booklet) at any time since January 1, 2005?</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 means of 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.

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 3 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

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sodium metal from France into the United States or which are engaged in exporting sodium metal from France 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 sodium metal?

No Yes--List the following information

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nathanael Comly, Investigator (202-205-3174, nathanael.comly@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. Please indicate whether your firm has experienced any of the following changes in relation to the production of sodium metal since January 1, 2005.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings	_____ _____
<input type="checkbox"/> plant closings.....	_____ _____
<input type="checkbox"/> relocations	_____ _____
<input type="checkbox"/> expansions	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> shutdown or prolonged idling of electronic Downs cell(s) (include number of cells shutdown or newly installed but not yet activated, and describe circumstances)	_____ _____ _____
<input type="checkbox"/> other.....	_____ _____

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of sodium metal?

No Yes--List the following information.

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

Products produced on same equipment and share of total production in 2007 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Sodium metal</u> _____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-4 (a) Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

(b) Please indicate the average number of electrolytic cells in operation during 2007: _____

(c) Please report the maximum quantity of sodium metal (in 1,000 pounds) that can be processed per year in each of the following steps, and describe the methodology used to calculate these quantities:

<u>Process</u>	<u>Quantity (1,000 pounds)</u>
Primary filters	_____
Niapure process	_____
Niapure Select process	_____

Methodology: _____

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

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

No Yes--List the following information.

Basis for allocation of employment data (*e.g.*, production volume): _____

Products produced using the same workers and share of total production in 2007 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Sodium metal</u> _____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of sodium metal?

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

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

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

II-8. Since January 1, 2005, has your firm imported sodium metal?

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 sodium metal in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
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 export shipments					
Value of export shipments					
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/>					
<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, etc.) and provide value data using that basis for 2005, 2006, 2007, January-June 2007, and January-June 2008 below:</p> <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 U.S. shipments to its top three and all other customers (based on January 2005 – June 2008 sales volume).

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Firm: _____					
Quantity					
Value					
Firm: _____					
Quantity					
Value					
Firm: _____					
Quantity					
Value					
All others:					
Quantity					
Value					
Total:					
Quantity					
Value					

Note.--Totals should reconcile with II-9.

II-11. Report your firm's U.S. shipments (commercial, transfers, and internal consumption) by type. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Technical grade					
Quantity					
Value					
Specialty grade (Niapure):					
Quantity					
Value					
Specialty grade (Niapure Select):					
Quantity					
Value					
All other¹:					
Quantity					
Value					
Total:					
Quantity					
Value					
¹ Identify your firm's "other" grades or forms of sodium metal _____					

Note.--Totals should reconcile with II-9.

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

II-12. Report your firm's U.S. export shipments by type. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Technical grade:					
Quantity					
Value					
Specialty grade (Niapure):					
Quantity					
Value					
Specialty grade (Niapure Select):					
Quantity					
Value					
All other¹:					
Quantity					
Value					
Total:					
Quantity					
Value					
¹ Identify your firm's "other" grades or forms of sodium metal _____					
Note.--Totals should reconcile with II-9.					

II-13. Report your firm's U.S. production by type, based on a typical or representative product mix.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
Technical grade					
Specialty grade (Niapure)					
Specialty grade (Niapure Select)					
All other¹					
Total					
¹ Identify your firm's "other" grades or forms of sodium metal _____					
Note.--Totals should reconcile with production reported in II-9.					

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

II-14 Please provide complete technical specifications and sample certifications for each of the grades of sodium metal your firm produces. Please also state when your company created each grade. If there have been any changes to the specifications for the grade(s) over time, please provide the date of the change(s) in specifications, and how the specification(s) changed.

II-15. 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-16. Other than direct imports, has your firm otherwise purchased sodium metal since January 1, 2005? (See definitions in the instruction booklet.)

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

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
PURCHASES FROM U.S. IMPORTERS² OF SODIUM METAL FROM--					
France:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
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/>					

II-17. Please list the downstream products manufactured using your firm's transferred sodium metal, either internally or by affiliated entities. Please also report whether your firm is building or planning to build new facilities or expand existing facilities for downstream production of products that use sodium metal.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland, Auditor (202-708-4725, david.boyland@usitc.gov).

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

Company contact:

Name and title	
() _____	
Phone number	E-mail address
() _____	_____
Fax number	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 subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:
 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 sodium metal, 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, etc.).

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

PART III.--FINANCIAL INFORMATION--Continued

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 sodium metal); 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 David Boyland at 202-708-4725

III-10. Nonrecurring charges--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's sodium metal operations.

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2006	2007
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on sodium metal.--Report the revenue and related cost information requested below on the sodium metal 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 David Boyland, Auditor at (202) 708-4725 or david.boyland@usitc.gov before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
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 (including internal consumption and transfers to related firms (COGS)): ⁴					
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 (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 in a separate attachment 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. 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Share of COGS-Variable Versus Fixed.—Regarding your calculation of COGS in response to question III-11, please segregate with specificity all inputs entering into that calculation as to whether they are fixed or variable. Please also provide the total share of variable and fixed costs, respectively, reflected in COGS for each period reported in table III-11.

Variable costs: _____

Fixed costs: _____

Share of total cost (<i>percent</i>)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
Variable costs					
Fixed costs					

PART III.--FINANCIAL INFORMATION--Continued

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of sodium metal. 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.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
Assets associated with the production, warehousing, and sale of sodium metal:					
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.C., 5, 6, and 7)					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on sodium metal. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2007	2008
Capital expenditures					
Research and development expenditures					

III-15. Since January 1, 2005, 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 sodium metal from France?

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-16. Does your firm anticipate any negative impact of imports of sodium metal from France?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen, Economist (202-205-3226 or e-mail: 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 and yearly selling quantity and value data concerning your firm's U.S. commercial shipments of its U.S.-produced sodium metal to U.S. customers *unrelated to your firm* during January 2005-June 2008 for the following products:

Bulk sodium metal shipped by iso-container, rail tank cars, and/or tank trucks:

Product 1.--Sodium metal (Na) in bulk form with maximum calcium (Ca) levels equal to, or less than 400 ppm, and shipped by iso-containers, rail tank cars, and/or tank trucks. This pricing product refers to DuPont's Technical grade.

Product 2.--Sodium metal (Na) in bulk form with maximum calcium (Ca) levels equal to, or less than 400 ppm, but subject to secondary filtration, and shipped by iso-containers, rail tank cars, and/or tank trucks. This pricing product refers to DuPont's Niapure grade.

Product 3.--Sodium metal (Na) in bulk form with maximum calcium (Ca) levels equal to, or less than 200 ppm, subject to secondary filtration, and shipped by iso-containers, rail tank cars, and/or tank trucks. This pricing product refers to DuPont's Niapure Select grade.

Please report below the average Ca level during January 2005-June 2008 for each U.S.-produced grade in bulk form of sodium metal for which your firm reported the requested price data and which corresponds to the maximum Ca level shown in the respective product descriptions.

Grade	Maximum Ca level	Average Ca level

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

Section IV-A.--PRICE DATA--Continued

Please note that total dollar values should be reported two ways: (1) delivered to your U.S. customers, and (2) f.o.b., U.S. point(s) of shipment where this latter value does not include U.S.-inland transportation costs to your customers.

To develop delivered U.S. prices for any sales your firm made on a f.o.b., U.S. point(s) of shipment basis, add to the f.o.b. U.S. price the U.S.-inland freight and shipping charges from your firm's U.S. shipping point(s) to its U.S. customers and report the resulting effective U.S. delivered value.

To develop f.o.b. U.S. prices for any sales your firm made on a delivered basis, deduct from the delivered price any U.S.-inland freight and shipping charges from your firm's U.S. shipping point(s) to its U.S. customers and report the resulting effective f.o.b., U.S. point of shipment value.

The total quarterly quantities should correspond to sales values shown on BOTH delivered and f.o.b. U.S. point(s) of shipment bases. 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.

Please report the requested price data in the tables beginning on the next page for all customers combined, as well as your top eight customers in 2007. Report for all sodium metal sold and shipped during the relevant period. However, in cases where your firm cannot access delivery costs for a particular time period, please indicate so with an "(E)" and provide a brief summary of your adjustment methodology.

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

Section IV-A.--PRICE DATA--Continued

(1) Report the requested price data for your firm's U.S.-produced **Product 1** shipped by iso-container, rail tank cars, and/or tank trucks.

ALL CUSTOMERS			
<i>(Quantity in pounds, value in dollars)</i>			
Period of shipment	Quantity	Delivered value¹	F.o.b. U.S. point(s) of shipment value²
2005			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2006			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2007			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2008			
Jan-Mar			
Apr-June			

LARGEST CUSTOMER DURING 2007			
<i>(Quantity in pounds, value in dollars)</i>			
Period of shipment	Quantity	Delivered value¹	F.o.b. U.S. point(s) of shipment value²
2005			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2006			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2007			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2008			
Jan-Mar			
Apr-June			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), **delivered** to your customers.

² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** your U.S. point of shipment.

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

Section IV-A.--PRICE DATA--Continued

(1) Report the requested price data for your firm's U.S.-produced **Product 1** shipped by iso-container, rail tank cars, and/or tank trucks to your second- through eighth-largest customers..

SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007

(Quantity in pounds, value in dollars)			
Period of shipment	Quantity	Delivered value ¹	F.o.b. U.S. point(s) of shipment value ²
Second-Largest Customer: _____			
2005			
2006			
2007			
Third-Largest Customer: _____			
2005			
2006			
2007			
Fourth-Largest Customer: _____			
2005			
2006			
2007			
Fifth-Largest Customer: _____			
2005			
2006			
2007			
Sixth-Largest Customer: _____			
2005			
2006			
2007			
Seventh-Largest Customer: _____			
2005			
2006			
2007			
Eighth-Largest Customer: _____			
2005			
2006			
2007			
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), delivered to your customers. ² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.			

Additional Notes: _____

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

Section IV-A.--PRICE DATA—Continued

(2) Report the requested price data for your firm's U.S.-produced **Product 2** shipped by iso-container, rail tank cars, and/or tank trucks.

ALL CUSTOMERS

(Quantity in pounds, value in dollars)			
Period of shipment	Quantity	Delivered value¹	F.o.b. U.S. point(s) of shipment value²
2005			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2006			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2007			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2008			
Jan-Mar			
Apr-June			

LARGEST CUSTOMER DURING 2007

(Quantity in pounds, value in dollars)			
Period of shipment	Quantity	Delivered value¹	F.o.b. U.S. point(s) of shipment value²
2005			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2006			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2007			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2008			
Jan-Mar			
Apr-June			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), **delivered** to your customers.

² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** your U.S. point of shipment.

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

Section IV-A.--PRICE DATA--Continued

(2) Report the requested price data for your firm's U.S.-produced **Product 2** shipped by iso-container, rail tank cars, and/or tank trucks to your second- through eighth-largest customers..

SECOND- THROUGH EIGHTH-LARGEST CUSTOMERS DURING 2007

<i>(Quantity in pounds, value in dollars)</i>			
Period of shipment	Quantity	Delivered value ¹	F.o.b. U.S. point(s) of shipment value ²
Second-Largest Customer: _____			
2005			
2006			
2007			
Third-Largest Customer: _____			
2005			
2006			
2007			
Fourth-Largest Customer: _____			
2005			
2006			
2007			
Fifth-Largest Customer: _____			
2005			
2006			
2007			
Sixth-Largest Customer: _____			
2005			
2006			
2007			
Seventh-Largest Customer: _____			
2005			
2006			
2007			
Eighth-Largest Customer: _____			
2005			
2006			
2007			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), **delivered** to your customers.
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** your U.S. point of shipment.

Additional Notes: _____

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

Section IV-A.--PRICE DATA--Continued

(3) Report the requested price data for your firm's U.S.-produced **Product 3** shipped by iso-container, rail tank cars, and/or tank trucks.

ALL CUSTOMERS

(Quantity in pounds, value in dollars)			
Period of shipment	Quantity	Delivered value¹	F.o.b. U.S. point(s) of shipment value²
2005			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2006			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2007			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2008			
Jan-Mar			
Apr-June			

LARGEST CUSTOMER DURING 2007

(Quantity in pounds, value in dollars)			
Period of shipment	Quantity	Delivered value¹	F.o.b. U.S. point(s) of shipment value²
2005			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2006			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2007			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
2008			
Jan-Mar			
Apr-June			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), **delivered** to your customers.

² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** your U.S. point of shipment.

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

Section IV-A.--PRICE DATA--Continued

(3) Report the requested price data for your firm's U.S.-produced **Product 3** shipped by iso-container, rail tank cars, and/or tank trucks to your second- through eighth-largest customers..

SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007

(Quantity in pounds, value in dollars)			
Period of shipment	Quantity	Delivered value ¹	F.o.b. U.S. point(s) of shipment value ²
Second-Largest Customer: _____			
2005			
2006			
2007			
Third-Largest Customer: _____			
2005			
2006			
2007			
Fourth-Largest Customer: _____			
2005			
2006			
2007			
Fifth-Largest Customer: _____			
2005			
2006			
2007			
Sixth-Largest Customer: _____			
2005			
2006			
2007			
Seventh-Largest Customer: _____			
2005			
2006			
2007			
Eighth-Largest Customer: _____			
2005			
2006			
2007			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), **delivered** to your customers.

² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **f.o.b.** your U.S. point of shipment.

Additional Notes: _____

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

Section IV-A.--PRICE DATA--Continued

IV-A-1. If your firm uses/issues price lists for its U.S.-produced sodium metal, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer (e.g., distributor, end user, type of end user, etc.).

IV-A-2. a) Please indicate when your firm began selling in the U.S. market its U.S.-produced Niapure Select grade of sodium metal; explain the reasons for introducing this product, and the timing of its introduction in the U.S. market.

b) Since January 2005, have any of your firm's U.S. customers requested a sodium metal product lower in calcium than your firm's U.S.-produced technical grade product?

No Yes--Please identify each such customer, the approximate dates when such requests were made, the downstream products that they produced with the sodium metal, and the reason(s) for such requests.

c) Please identify and discuss the threshold concentration at which calcium will not precipitate out.

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

Section IV-A.--PRICE DATA--Continued

IV-A-3. Please specify any price premium your firm expected to receive for its U.S.-produced Niapure Select grade of sodium metal vis-à-vis its U.S.-produced technical grade during January 2005-June 2008, and identify the reason(s) for any such expected price premium. Discuss separately cost factors and demand factors (the latter including reasons why U.S. customers would be willing or unwilling to pay a price premium for the Niapure Select grade of sodium metal).

Expected premium: _____

Cost factors: _____

Demand factors: _____

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

Section IV-A.--PRICE DATA--Continued

IV-A-4. Have any changes to U.S. national/state/local security, environmental, health, or safety regulations since January 2005 altered the costs to your firm to produce, ship, and/or store sodium metal in the United States?

- No Yes--Please describe any such changes and provide estimates of the associated costs. Have any such changes resulted in changes in your U.S. production of sodium metal or U.S. demand for sodium metal? Please explain.

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

Section IV-A.--PRICE DATA--Continued

IV-A-5. For contracts that were either (1) negotiated during January 2005-June 2008 for deliveries occurring in 2005-2009, or (2) negotiated prior to January 2005 if the contract delivery period extended into 2005-2009, please describe the following stipulations of the contract. *Please copy this pages as needed to report for more than a single long-term and/or short-term purchase contract/agreement. For each additional contract, manually copy and paste this page into new pages as necessary. (At the end of this page, insert a page break (Menu: Insert-Break-Page break); copy the contents of this page and paste in the new page. Repeat as necessary for your eight largest contracts.*

Purchaser name	
Country of origin	
Reason for selecting supplier	
Product specification(s)	
Date signed	
Beginning/end dates	
Extension clause (please describe)	
Contracted price	
Price escalators (include basis, frequency and other factors)	
Additional price terms (if any)	
Quantity	
Payment terms	
Delivery terms or provisions (include U.S. receiving location and transport method)	
Inventory provisions (if any)	
Hardship/meet-or-release provisions (if any)	
Most favored customer provision (if any)	
Other considerations (if any)	
Product(s) produced with contracted sodium metal	
Provide for supply of sodium metal to other countries also?	

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

Section IV-B.—PRICE AND RELATED QUESTIONS

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its U.S.-produced sodium metal to all U.S. customers during January 2005-June 2008. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users) or by product specifications of the sodium metal that you produce domestically, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

IV-B-1. Please estimate below the approximate shares of your firm's total U.S. commercial shipment quantity of its U.S.-produced sodium metal in 2007 that 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)? The three different sales bases include both written contracts and verbal agreements.

<u>Type of sale</u>	<u>Share of 2007 U.S. commercial shipments (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____
Total	100.0%

IV-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term basis that involved your U.S.-produced sodium metal.

- (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-3. Please discuss the following provisions of your U.S. sales on a typical short-term basis that involved your U.S.-produced sodium metal.

- (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 AND RELATED QUESTIONS--Continued

IV-B-4. Please identify and discuss below, for your firm's U.S. sales of its U.S.-produced sodium metal during January 2005-June 2008, the factors considered by your firm and its process in negotiating/determining the prices that it charged for long-term and short-term sales of sodium metal to its U.S. customers (e.g., the role of quantity sold in arriving at prices, the role of any bid process, the use/role of price lists, use of follow-up price quotes, the role of sodium metal bundled with other products your firm supplies, etc.).

Long-term: _____

Short-term: _____

IV-B-5. Please explain how your firm established prices during January 2005-June 2008 for sales of its U.S.-produced sodium metal on a spot basis.

Long-term: _____

Short-term: _____

IV-B-6. What were the typical payment terms required by your firm on sales of its U.S.-produced sodium metal shipped to U.S. customers during January 2005-June 2008 (e.g., 2/10 net 30 days, net 30 days, etc.)?

IV-B-7. *Report below for your firm's U.S. shipments, during January 2005-June 2008, of its U.S.-produced sodium metal.*

a) On what basis did your firm typically quote prices to its U.S. customers: f.o.b. plant/warehouse _____ or delivered _____? (Check one)

b) If f.o.b., did your customers typically arrange the freight _____ or did your firm arrange the freight _____? (Check one)

c) If your firm arranged freight on its f.o.b. sales, did it typically prepay the freight _____ or send the products freight collect _____? (Check one)

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

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

IV-B-8 Please describe your firm's discount policy (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy
- Other--Please describe: _____

IV-B-9. *Report below for your firm's U.S. shipments, during January 2005-June 2008, of its U.S.-produced sodium metal.*

a) What was the approximate percentage of the total delivered cost of your firm's sodium metal that was accounted for by U.S. inland transportation costs? _____ percent.

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

c) What was the approximate percentage of your sales that occurred within 100 miles of your U.S. storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-10. What was(were) the geographic market area(s) in the United States served by your firm's U.S.-produced sodium metal during January 2005-June 2008?

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

Note any changes in your U.S. market area(s) since January 2005.

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

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

IV-B-11. a) What was the average lead time (in days) between your firm's U.S. customers' orders and the date of delivery for your firm's 2007 U.S. commercial shipments of its U.S.-produced sodium metal from its inventory and, if applicable, directly from its U.S. production? Also report the percentage share of your firm's 2007 U.S. shipments that were from inventory and directly from your U.S. production.

Source	Share of 2007 U.S. commercial shipment quantity (percent)	Lead time (days)
From inventory		
Direct from production		
Total	100 %	

b) Have the average lead times changed since January 2005?

No Yes—Please note dates of any changes and explain how and why lead times changed (respond separately, as appropriate, for lead times from inventory and from production).

IV-B-12. Does your firm sell its U.S.-produced sodium metal in the U.S. market over the internet?

No Yes--Please describe below, noting the estimated share of your firm's total U.S. commercial shipment quantity in 2007 of its U.S.-produced sodium metal that was accounted for by internet sales.

IV-B-13. Have there been any significant changes in the product range or marketing of sodium metal in the United States since January 2005?

No Yes--Please describe below such changes, the time periods the changes occurred, and the impact the changes had on U.S. sales prices and quantities of your firm's U.S.-produced sodium metal.

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

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

IV-B-14. Based on your firm's sales of its U.S.-produced sodium metal to its two largest U.S. customers during January 2005-June 2008, identify, to the extent possible, the principal downstream product that each customer produced with the sodium metal, and the percentage share of the total cost to produce the downstream product that is accounted for by sodium metal.

<u>Downstream product</u>	<u>Share of total cost accounted for by sodium metal (percent)</u>
---------------------------	--

_____	_____
_____	_____

IV-B-15. Please identify below the top two inputs (by value)—identify two specific raw materials or, if applicable, a raw material and energy as your firm's top two inputs--in your firm's U.S. production of sodium metal during 2007, and estimate the percentage share of your total production costs (COGS) in 2007 accounted for by each of these inputs.

<u>Top two inputs</u>	<u>Share of total cost accounted for by these inputs (percent)</u>
-----------------------	--

_____	_____
_____	_____

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

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

IV-B-16. Was the sodium metal market in the United States subject to business cycles, product cycles, or conditions of competition distinctive to sodium metal during January 2005-June 2008?

- No Yes—Please explain and provide estimates of the duration of such a cycle and identify any other factors affecting U.S. demand for sodium metal.

IV-B-17. How has the demand for sodium metal in the United States and outside the United States, if known, changed since January 1, 2005? What principal factors affected any changes in demand?

a) **United States:**

- Increased Unchanged Decreased Fluctuated

b) **Outside the United States:** (Identify below the specific countries/areas, including France).

- Increased Unchanged Decreased Fluctuated

III-B-18. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss sodium metal demand and supply in the (1) United States, (2) each of the major producing/consuming countries, including France, China, and other major countries, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 2005 to the present and forecasts for the future.

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

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

Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-à-vis the price of the other product—some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand in the U.S. market between sodium metal and alternative products in the following question.

If none, please indicate.

None (skip to the next question)

IV-B-19. a) Please list in descending order of importance the top two products that may substitute for sodium metal, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2005-June 2008, and identify the form and grade of sodium metal product for which each alternative product is the most probable substitute.

1. _____

2. _____

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

1. _____

2. _____

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the sodium metal product? What is the time lag for any such impact and does this vary by form and grade of sodium metal or final end-use?

1. _____

2. _____

d) Please list emergent new applications in the U.S. market for sodium metal.

1. _____

2. _____

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below in descending order the names and addresses of ALL your firm's U.S. customers during January 2005-June 2008 for its U.S.-produced sodium metal. Please also provide the percentage share of the quantity of your firm's total U.S. commercial shipments of its U.S.-produced sodium metal that each of these customers accounted for in 2007. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2007 shipments (%)	Customer's end-use application
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

The petitioner may provide additional allegations, but only involving quotes made AFTER the filing of the petition.

Since October 23, 2007: Did your firm lose sales of sodium metal to imports of these products from France?

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 (net U.S. f.o.b. value basis)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (net U.S. f.o.b. value basis)

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