

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 May 28, 2004

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 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **chlorinated isocyanurates** (as defined in the instruction booklet) from any country at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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 II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Larry Reavis** (202-205-3185) or **Fred Ruggles** (202-205-3187. **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 No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of the subject product since January 1, 2001?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of chlorinated isos from China or Spain for delivery after March 31, 2004?

No Yes—Indicate when such orders are to be delivered and the quantities involved, by country.

If you import chlorinated isos from other countries, are any of those isos produced in china or Spain? _____

II-4. If your firm also produces chlorinated isos in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

II-5. Please indicate the EPA registrations you have obtained for chlorinated isos, listing the producers and countries of production and the dates of the registrations:

PART II. TRADE AND RELATED INFORMATION—Continued

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

Country: _____ All other sources combined¹

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-March	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments- Trichlor					
<i>Value</i> of commercial shipments- Trichlor					
<i>Quantity</i> of commercial shipments- Dichlor					
<i>Value</i> of commercial shipments- Dichlor					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)					
U.S. Shipments to the Pool & Spa Market (<i>quantity</i>)					
U.S. Shipments to the Industrial Market (<i>quantity</i>)					
¹ Please identify these sources: _____ ² Identify the foreign producers, if known: _____ ³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____ ⁴ Identify your principal export markets: _____ ⁵ Reconciliation of data. —Note that the quantities 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: _____					

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

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

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 or Spain during January 2001-March 2004:

Product 1.—Granular trichloroisocyanuric acid with approximately 90 percent available chlorine content (similar to ACL®90 or CDB®90), 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 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. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from China and/or Spain and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 **Product 2** **Product 3**
China **Spain**

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
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 III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of 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.

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/or 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/or Spain in 2003 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	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of chlorinated isos?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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) _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-10. Describe the end uses of the chlorinated isos that you import from China and/or 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.

(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?

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

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

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, 2001? What principal factors affect changes in demand?

- Increased Unchanged Decreased

III-B-13. Have there been any significant changes in the product range or marketing of chlorinated isos since January 1, 2001?

- No Yes--Please describe.

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/or Spain during 2001-2003. 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/or Spain that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					