

**PRODUCERS' 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)).

<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 <b>chlorinated isocyanurates</b> (as defined in the instruction booklet) at any time since January 1, 2001?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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 40 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? Please explain. For China:  Support  Oppose  
 Take no position; For Spain:  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 determinations in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service 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 (that is, I do not wish my position on the petition to be made public)

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 QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing chlorinated isocyanurates 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>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of chlorinated isos?

No  Yes--List the following information.

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

**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 shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted the production quantity or quality of the subject product since January 1, 2001?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**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 chlorinated isos?

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 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Chlorinated isos	_____	_____	_____
_____	_____	_____	_____

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 chlorinated isos?

No  Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Chlorinated isos	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of chlorinated isos?

No  Yes--Name firm: \_\_\_\_\_

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

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2001, has your firm imported chlorinated isos?

No  Yes--**COMPLETE AND RETURN THE ENCLOSED 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 **chlorinated isos** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-March	
	2001	2002	2003	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> (quantity)					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>PRODUCTION</b> (quantity)					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments-Trichlor					
Value of commercial shipments-Trichlor					
Quantity of commercial shipments-Dichlor					
Value of commercial shipments-Dichlor					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers to related firms					
Value <sup>2</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> (quantity)					
<b>U.S. SHIPMENTS TO POOL AND SPA MARKET</b> (quantity)					
<b>U.S. SHIPMENTS TO THE INDUSTRIAL MARKET</b> (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (value)					

<sup>1</sup> 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).

<sup>2</sup> 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 2001, 2002, and 2003 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> 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?

Yes  No--Please explain: \_\_\_\_\_.

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

II-10. 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.

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II-11. Other than direct imports, has your firm otherwise purchased chlorinated isos since January 1, 2001? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2001	2002	2003	2003	2004
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>SPAIN:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
<sup>2</sup> 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 **Justin Jee** (202-205-3186 or justin.jee@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_

Name and title \_\_\_\_\_

\_\_\_\_\_

Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_

\_\_\_\_\_

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 subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. Does your firm prepare separate profit/loss statements for Trichlor and Dichlor? \_\_\_\_\_
4. 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 \_\_\_ 10Qs \_\_\_
- Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
5. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ 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 chlorinated isos, 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.).

\_\_\_\_\_

\_\_\_\_\_

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**PART III.--FINANCIAL INFORMATION--Continued**

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

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

<b>Product(s)</b>	<b>Share of sales</b>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. **Operations on Chlorinated Isocyanurates.**--Report the revenue and related cost information requested below on the **chlorinated isocyanurate** operations of your U.S. establishment(s).<sup>1</sup> 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. 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 tollee, please contact Justin Jee at (202) 205-3186 before entering data below.**

<b>(Quantity in short tons, value in \$1,000)</b>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2003	2004
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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-7. Asset values.--Report the total assets associated with your production, warehousing, and sale of **chlorinated isos**. 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.

<b>(Value in \$1,000)</b>					
<b>Value of</b>	<b>Fiscal years ended--</b>			<b>January-March</b>	
	_____	_____	_____	<b>2003</b>	<b>2004</b>
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
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.)					
<b>2. Notes receivable</b>					
<b>3. Long-term investments</b>					
<b>4. Property, plant, and equipment</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>5. Goodwill</b>					
<b>6. Other (describe _____)</b>					
<b>7. Other (describe _____)</b>					
<b>8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. Capital expenditures and research and development expenditures--Report your firm's capital expenditures and research and development expenditures on **chlorinated isos**. 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-March	
	_____	_____	_____	2003	2004
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-9. Since January 1, 2001, 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 chlorinated isos from China or Spain?

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-10. Does your firm anticipate any negative impact of imports of chlorinated isos from China or Spain?

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

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

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

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

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products 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 IV.--PRICING AND RELATED INFORMATION--Continued**

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> produced and sold by your firm.

Product 1  Product 2  Product 3

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

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

IV-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.

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

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

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced chlorinated isos 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	

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**

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 chlorinated isos?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-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.

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

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

IV-B-10. Describe the end uses of the chlorinated isos that you manufacture. 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>
_____	_____
_____	_____
_____	_____

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

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

IV-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

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IV-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.

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

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

IV-B-15. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between chlorinated isos 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 "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Spain	Other countries
United States				
China				
Spain				

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of chlorinated isos, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**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 chlorinated isos 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 shipments of chlorinated isos that each of these customers accounted for in 2003.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2003 sales (%)</b>
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**

**THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made **AFTER** the filing of the petition.)

**Since January 1, 2001:** Did your firm lose sales of chlorinated isos to imports of these products from China and/or Spain?

Yes       No

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)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Date of quote</b>	<b>Quantity (<i>short tons</i>)</b>	<b>Rejected U.S. price (total value-- dollars)</b>	<b>Country of origin</b>	<b>Accepted import price (total value-- dollars)</b>