

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN SODIUM AND POTASSIUM PHOSPHATE SALTS FROM CHINA

This questionnaire must be received by the Commission by no later than October 8, 2009

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 countervailing duty and antidumping investigations concerning certain sodium and potassium phosphate salts ("certain phosphate salts") from China (Inv. Nos. 701-TA-473 and 731-TA-1173 (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 certain phosphate salts (as defined in the instruction booklet) from any country at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 these investigations 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 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.

_____ <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 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. 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-8. Please indicate whether your firm enters certain phosphate salts into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports certain phosphate salts under the TIB (temporary importation under bond) program.

No Yes

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

No Yes--Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Jennifer Merrill (202-205-3188, jennifer.merrill@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of certain phosphate salts since January 1, 2006?

No Yes--Supply details as to the products involved (DKP, MKP, STPP, and/or TKPP), the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain phosphate salts from China for delivery after June 30, 2009?

No Yes--Indicate when such orders are to be delivered and the quantities involved.

DKP: _____

MKP: _____

STPP: _____

TKPP: _____

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

PART II.—TRADE AND RELATED INFORMATION

II-5a. **IMPORTS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of **DKP** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

DKP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-5b. **IMPORTS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of **MKP** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

MKP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/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)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data.--Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-5c. **IMPORTS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of **STPP** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

STPP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data.--Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-5d. **IMPORTS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of **TKPP** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

TKPP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/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)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data.--Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-6a. **IMPORTS FROM ALL OTHER SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **DKP** imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

DKP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-6b. **IMPORTS FROM ALL OTHER SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **MKP** imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

MKP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-6c. **IMPORTS FROM ALL OTHER SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **STPP** imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

STPP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/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)					
¹ Please identify the sources and foreign producers, if known:					

² 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 each of the periods noted above:					

³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-6d. **IMPORTS FROM ALL OTHER SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **TKPP** imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

TKPP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to end users (<i>quantity</i>)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² 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 each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please 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 II.—TRADE AND RELATED INFORMATION--Continued

II-7. **Phosphate salts in solution.** Please report the quantity (1,000 lbs dry weight) and value (\$1,000) of your firm's 2008 U.S. imports of phosphate salts in solution. Such imports should be included in your responses to questions II-5 and II-6, for STPP and TKPP, but should not be included for DKP and MKP.

Product	China 2008		Other Sources 2008	
	Quantity	Value	Quantity	Value
DKP ¹				
MKP ¹				
STPP				
TKPP				

¹ Not subject to these investigations

PART III.—PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov)

III-1. **Contact information (Price)**.--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during January 2006–June 2009 of the following products you imported from China:

Product 1.—Dipotassium phosphate (DKP), anhydrous, food grade, whether granular or powder and regardless of packaging size

Product 2.—Monopotassium phosphate (MKP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

Product 3.—Sodium tripolyphosphate (STPP), anhydrous, food grade, whether granular or powder and regardless of packaging size

Product 4.—Sodium tripolyphosphate (STPP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

Product 5.—Tetrapotassium pyrophosphate (TKPP), anhydrous, food grade, whether granular or powder and regardless of packaging size

Product 6.—Tetrapotassium pyrophosphate (TKPP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

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 MARKET FACTORS--Continued

III-2. **Price data (China).**--Report below the quarterly price data¹ for pricing products² imported from **China** and sold by your firm.

China

Quantity in lbs. dry weight, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

Product 5: _____

Product 6: _____

PART III.—PRICING AND MARKET FACTORS--Continued

III-3(a). **Price data (Nonsubject countries).**--Report below the quarterly price data¹ for pricing products² sold by your firm that were imported from **your largest nonsubject source**.

Nonsubject Country #1: _____

Quantity in lbs. dry weight, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						

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

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

Product 5: _____

Product 6: _____

PART III.—PRICING AND MARKET FACTORS--Continued

III-3(b). **Price data (Nonsubject countries).**--Report below the quarterly price data¹ for pricing products² sold by your firm that were imported from **your second-largest nonsubject source**.

Nonsubject Country #2: _____

Quantity in lbs. dry weight, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						

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

² Pricing product definitions are provided on the first page of Part III.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

Product 5: _____

Product 6: _____

PART III.—PRICING AND MARKET FACTORS

PLEASE NOTE:

For the remaining questions in Part III, please answer separately for DKP, MKP, STPP, and TKPP, unless the answer for all four certain sodium and potassium phosphate salts are the same. Some questions have already been prepared for separate answers. Please answer with respect to all products with which you are familiar.

III-4. **Price setting**-- How does your firm determine the prices that it charges for sales of certain sodium and potassium phosphate salts (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Other--Please describe: _____
- _____
- _____

III-5. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

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

III-6. **Pricing terms for certain sodium and potassium phosphate salts**--

- (a) What are your firm's typical sales terms for its imported certain sodium and potassium phosphate salts (e.g., 2/10 net 30 days)? _____.
- (b) On what basis are your prices of imported certain sodium and potassium phosphate salts usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

PART III.—PRICING AND MARKET FACTORS--Continued

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of its imported certain sodium and potassium phosphate salts in 2008 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

III-8. **Long-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-9. **Short-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain sodium and potassium phosphate salts?

<u>Source</u>	<u>Share of sales, 2008</u>	<u>Lead time</u>
From your firm's inventory	_____	_____
From foreign manufacturers' inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

PART III.—PRICING AND MARKET FACTORS--Continued

III-11. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of certain sodium and potassium phosphate salts that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your point of importation () or storage facility () (check one, then provide the percentages)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent. Be sure to check one of the two options for measurement.

III-12. Geographical Area.--What is the geographic market area in the United States served by your firm's certain sodium and potassium phosphate salts? (check all that apply)

Geographic area	√ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	

III-13. End uses.--Describe the end uses of each of the certain sodium and potassium phosphate salts that you import from China. For each end-use product, what percentage of the total cost is accounted for by certain sodium and potassium phosphate salts? Please note: these are shares of end-use product cost, not shares of your firm's sales, and therefore should NOT add to 100.

DKP:

<u>End use</u>	<u>Share of total cost of end product (percent)</u>
_____	_____
_____	_____
_____	_____

MKP:

<u>End use</u>	<u>Share of total cost of end product (percent)</u>
_____	_____
_____	_____
_____	_____

PART III.—PRICING AND MARKET FACTORS--Continued

III-13. **End uses**-- (cont.)

	STPP:	
<u>End use</u>		<u>Share of total cost of end product (percent)</u>
_____		_____
_____		_____
_____		_____

	TKPP:	
<u>End use</u>		<u>Share of total cost of end product (percent)</u>
_____		_____
_____		_____
_____		_____

III-14. **Changes in end uses**--Have there been any changes in the end uses of certain sodium and potassium phosphate salts since January 1, 2006?

- DKP: No Yes--Please describe.
- MKP: No Yes--Please describe.
- STPP: No Yes--Please describe.
- TKPP: No Yes--Please describe.

PART III.—PRICING AND MARKET FACTORS--Continued

III-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of certain sodium and potassium phosphate salts in the future?

- | | | |
|-------|-----------------------------|------------------------------|
| DKP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| MKP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| STPP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| TKPP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

For each "Yes" answer above, please describe and identify the time period.

III-16. **Substitutes.**—

(a) Can other products be substituted for certain sodium and potassium phosphate salts?

- | | | |
|-------|-----------------------------|------------------------------|
| DKP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| MKP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| STPP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| TKPP: | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

For each "Yes" response above, please list these substitute products in order of importance and give examples of applications and end uses for which they are substitutes.

DKP: _____

MKP: _____

STPP: _____

TKPP: _____

PART III.—PRICING AND MARKET FACTORS--Continued

III-16 (b) Have changes in the prices of these products affected the price for certain sodium and potassium phosphate salts?

DKP: No Yes

MKP: No Yes

STPP: No Yes

TKPP: No Yes

For each "Yes" response above, please describe to what degree the changes in the prices of substitutes affect the price for each of the certain sodium and potassium phosphate salts? Does this effect have a time lag? If so, how long is the time lag for each substitute product?

DKP: _____

MKP: _____

STPP: _____

TKPP: _____

III-17. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for certain sodium and potassium phosphate salts since January 1, 2006?

DKP: No Yes--Please explain.

MKP: No Yes--Please explain.

STPP: No Yes--Please explain.

TKPP: No Yes--Please explain.

PART III.—PRICING AND MARKET FACTORS--Continued

III-18. Demand trends.--

(a) How has the demand within the United States for certain sodium and potassium phosphate salts changed since January 1, 2006? What principal factors affect changes in demand for each of the products?

- | | | | | |
|-------|------------------------------------|------------------------------------|------------------------------------|-------------------------------------|
| DKP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |
| MKP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |
| STPP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |
| TKPP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |

(b) How has the demand outside the United States (if known) for certain sodium and potassium phosphate salts changed since January 1, 2006? What principal factors affect changes in demand?

- | | | | | |
|-------|------------------------------------|------------------------------------|------------------------------------|-------------------------------------|
| DKP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |
| MKP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |
| STPP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |
| TKPP: | <input type="checkbox"/> Increased | <input type="checkbox"/> No Change | <input type="checkbox"/> Decreased | <input type="checkbox"/> Fluctuated |

PART III.—PRICING AND MARKET FACTORS--Continued

III-19. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce certain sodium and potassium phosphate salts and what future trends your firm expects.

III-20. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of imported certain sodium and potassium phosphate salts in the U.S. market since 2006?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

III-21. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain sodium and potassium phosphate salts since January 1, 2006?

- No Yes--Please describe and quantify if possible for each type of salt for which you are answering "Yes."

DKP: _____

MKP: _____

STKP: _____

TKPP: _____

PART III.—PRICING AND MARKET FACTORS--Continued

III-22. **Supply constraints.**--Has your firm refused, declined, or been unable to supply certain sodium and potassium phosphate salts since January 1, 2006? (Examples may include placing customers on allocation, declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)

- No Yes-- Please note and document the time period(s) (i.e., month and year), country of origin, the customer involved, and the amount and type of product involved.

III-23. **Business cycles.**--

(a) Are the markets for certain sodium and potassium phosphate salts subject to business cycles or conditions of competition (including seasonal business) distinctive to certain sodium and potassium phosphate salts?

- No (skip to question III-24) Yes-- Please describe below, referencing which salt(s) in your answer and then continue to part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain sodium and potassium phosphate salts since January 1, 2006?

- No Yes-- Please describe, including which salt(s) have had changes.

PART III.—PRICING AND MARKET FACTORS--Continued

III-24. **Interchangeability.**--Are certain sodium and potassium phosphate salts produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.¹

<u>DKP:</u>	China	Other countries
United States		
China		
<u>MKP:</u>	China	Other countries
United States		
China		
<u>STPP:</u>	China	Other countries
United States		
China		
<u>TKPP:</u>	China	Other countries
United States		
China		
<p>¹ For any country-pair for which certain sodium and potassium phosphate salts are <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

PART III.—PRICING AND MARKET FACTORS--Continued

III-25. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain sodium and potassium phosphate salts 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.¹

<u>DKP:</u>	China	Other countries
United States		
China		
<u>MKP:</u>	China	Other countries
United States		
China		
<u>STPP:</u>	China	Other countries
United States		
China		
<u>TKPP:</u>	China	Other countries
United States		
China		
<p>¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of certain sodium and potassium phosphate salts, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

PART III.—PRICING AND MARKET FACTORS--Continued

III-26. **Purchaser Identification.**--Please identify below the names and addresses of your firm's 5 largest customers for each of the specified sodium and potassium phosphate salts since 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain sodium and potassium phosphate salts from China that each of these customers accounted for in 2008.

DKP:

No.	Customer's name	Contact person	Street address (not P.O. box), city, state, and zip code	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					

MKP:

No.	Customer's name	Contact person	Street address (not P.O. box), city, state, and zip code	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					

PART III.—PRICING AND MARKET FACTORS--Continued

III-26. Purchaser Identification (cont.)

STPP:

No.	Customer's name	Contact person	Street address (not P.O. box), city, state, and zip code	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					

TKPP:

No.	Customer's name	Contact person	Street address (not P.O. box), city, state, and zip code	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					