

**U.S. PURCHASERS' QUESTIONNAIRE**  
**CERTAIN POTASSIUM PHOSPHATE SALTS FROM CHINA**

**This questionnaire must be received by the Commission by no later than April 16, 2010**

*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 potassium phosphate salts from China (inv. Nos. 701-TA-473 and 731-TA-1173 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Aimee Larsen (202- 205-3179, [aimee.larsen@usitc.gov](mailto:aimee.larsen@usitc.gov)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm purchased certain potassium phosphate salts (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2007?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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 submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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 25 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. **OMB statistics.**--Please report 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. **OMB feedback.**--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. **Establishments covered.**--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. **Ownership.**--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. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain potassium phosphate salts from China into the United States or which are engaged in exporting certain potassium phosphate salts from China to the United States?

No  Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain potassium phosphate salts from countries other than China into the United States or which are engaged in exporting certain potassium phosphate salts from countries other than China to the United States?

No             Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain potassium phosphate salts?

No             Yes--List the following information.

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

**PART II.--PURCHASES**

**For the remaining questions, please answer separately for DKP, MKP, and TKPP, unless the answer for all three certain potassium phosphate salts are the same. Additionally, if your answers vary between anhydrous and solution form for DKP, MKP, and TKPP, please also answer separately. Some questions have already been prepared for separate answers. Please answer with respect to all products with which you are familiar.**

**Contact information (Purchases).**--Who should be contacted regarding the information requested in parts II to IV?

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

( ) \_\_\_\_\_  
 Phone number                      E-mail address

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of each of the certain potassium phosphate salts. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds dry weigh, value in \$1,000 dollars)</i>					
<b>Item</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>Jan.-June 2009</b>	<b>Jul.-Dec. 2009</b>
<b>Purchases of DKP produced in-- The United States:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>China:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>All other countries:<sup>1</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please identify these countries: _____ _____					

**PART II.--PURCHASES--Continued**

II-1. **Purchases.**—Continued

(Quantity in 1,000 pounds dry weigh, value in \$1,000 dollars)					
Item	2007	2008	2009	Jan.-June 2009	Jul.-Dec. 2009
<b>Purchases of MKP produced in-- The United States:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>China:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>All other countries:<sup>1</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please identify these countries: _____ _____					

(Quantity in 1,000 pounds dry weigh, value in \$1,000 dollars)					
Item	2007	2008	2009	Jan.-June 2009	Jul.-Dec. 2009
<b>Purchases of TKPP produced in-- The United States:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>China:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>All other countries:<sup>1</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please identify these countries: _____ _____					

**PART II.--PURCHASES--Continued**

II-2. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of each of the certain potassium phosphate salts from different sources (both domestic and foreign) have changed in the last three years.

**DKP**

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

**MKP**

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

**PART II.--PURCHASES--Continued**

II-2. **Changes in purchasing patterns.**—Continued

**TKPP**

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

II-3. **Purchases from one country only.**--If your firm has purchased certain potassium phosphate salts from only one country, please explain the reasons for doing so.

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**PART II.--PURCHASES--Continued**

II-4. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for certain potassium phosphate salts since 2007. 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 potassium phosphate salts that each of these customers accounted for in 2009.

**DKP:**

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Type of product supplied	Share of 2009 purchases (%)
1						
2						
3						
4						
5						

**MKP:**

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Type of product supplied	Share of 2009 purchases (%)
1						
2						
3						
4						
5						



**PART II.--PURCHASES--Continued**

**TKPP:**

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (<u>not</u> P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Telephone number or e-mail address</b>	<b>Type of product supplied</b>	<b>Share of 2009 purchases (%)</b>
1						
2						
3						
4						
5						

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of certain potassium phosphate salts (check all that apply)?

- End user
- Distributor
- Other (Describe: \_\_\_\_\_)

III-2. **Competition for sales.**--If you are a distributor or reseller of certain potassium phosphate salts, do you compete for sales to your customers with the manufacturers or importers from which you purchase certain potassium phosphate salts?

- No
- Yes--Please describe

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III-3. **Types of customers.**--If your firm is a distributor or reseller of certain potassium phosphate salts, what are the major types of consumers to which you sell certain potassium phosphate salts?

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III-4. **End uses.**--If your firm is an end user of certain potassium phosphate salts, list in order of quantity of each of the certain potassium phosphate salts consumed, the top 3 products for which your firm purchases certain potassium phosphate salts as a component part or input. Please indicate what percentage of the total cost is accounted for by certain potassium phosphate salts (and NOTE: this percentage should not add to 100 percent).

**DKP:**

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-4. **End uses.--Continued**

**MKP:**

<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-5. **Demand for end use products.--**

(a) If your firm is an end user of certain potassium phosphate salts, has the demand for your firm's final products incorporating certain potassium phosphate salts changed since 2007?

DKP:     Increased     No Change     Decreased     Fluctuated

MKP:     Increased     No Change     Decreased     Fluctuated

TKPP:     Increased     No Change     Decreased     Fluctuated

(b) Has this had any effect on your firm's demand for certain potassium phosphate salts?

No             Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-6 **Market share.**—Please estimate the share of your firm's purchases of DKP, MKP, and TKPP for the following specified end uses?

<b>Phosphate salt</b>	<b>End Use</b>	<b>Share of phosphate salt end use (<i>shares of quantity</i>)</b>
<b>DKP</b>	Antifreeze	
	Baked goods	
	Buffering agent in compounding formulas	
	Dairy (coffee creamers, processed cheese, evaporate milk)	
	Meat processing	
	Metal treatment	
	Other _____	
	<b>Total</b>	<b>100.0</b>
<b>MKP</b>	Buffering agent in compounding formulas	
	Cement	
	Chemical processing	
	Dog food	
	Fertilizer	
	Food & beverage (yeast, food nutrient)	
	Fungicide	
	Refractories	
	Other _____	
	<b>Total</b>	<b>100.0</b>
<b>TKPP</b>	Boiler descaling, dyeing, non-food preservative	
	Buffering agent in compounding formulas	
	Detergents, industrial cleaners, surfactant (cleaning products)	
	Fertilizer,	
	Food	
	Household and industrial type products	
	Metal finishing	
	Paints	
	Pulp and paper	
	Water treatment	
	Other _____	
	<b>Total</b>	<b>100.0</b>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-7. Substitutes.--**

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

- DKP:            No            Yes  
MKP:            No            Yes  
TKPP:            No            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: \_\_\_\_\_  
\_\_\_\_\_

TKPP: \_\_\_\_\_  
\_\_\_\_\_

(b) Have changes in the prices of these substitute products affected the price for certain potassium phosphate salts?

- DKP:                    No            Yes  
MKP:                    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 potassium phosphate salts? Does this effect have a time lag? If so, how long is the time lag for each substitute product?

DKP: \_\_\_\_\_  
\_\_\_\_\_

MKP: \_\_\_\_\_  
\_\_\_\_\_

TKPP: \_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-8 Substitutability of anhydrous and solution form.—**

(a) How frequently is anhydrous DKP, MKP, or TKPP substitutable for DKP, MKP, or TKPP in solution for your firm?

DKP:     Always     Frequently     Sometimes     Rarely     Never

MKP:     Always     Frequently     Sometimes     Rarely     Never

TKPP:     Always     Frequently     Sometimes     Rarely     Never

(b) Have there been any significant changes in the amount of DKP, MKP, or TKPP bought in anhydrous form to DKP, MKP, or TKPP sold in solution?

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(c) If anhydrous DKP, MKP or TKP can be substituted for DKP, MKP or TKPP in solution, have changes in the prices of DKP, MKP or TKPP in solution affected the prices for the anhydrous forms of these chemicals?

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(d) If anhydrous DKP, MKP or TKPP is rarely or never substituted for DKP, MKP or TKPP in solution, what factors limit substitution?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-9. Demand trends.--**

(a) How has the demand within the United States for each of the certain potassium phosphate salts changed since 2007? What principal factors affect changes in demand?

DKP:       Increased       No Change       Decreased       Fluctuated

MKP:       Increased       No Change       Decreased       Fluctuated

TKPP:       Increased       No Change       Decreased       Fluctuated

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(b) How has the demand outside the United States (if known) for each of the certain potassium phosphate salts changed since 2007? What principal factors affect changes in demand?

DKP:       Increased       No Change       Decreased       Fluctuated

MKP:       Increased       No Change       Decreased       Fluctuated

TKPP:       Increased       No Change       Decreased       Fluctuated

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III-10. **Importance of purchasing domestic product.--**Is buying a product that is produced in the United States an important factor in your firm's purchases of certain potassium phosphate salts (check ALL that apply)?

- No
  - Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of certain potassium phosphate salts.
  - Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of certain potassium phosphate salts.
  - Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of certain potassium phosphate salts.
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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued***

**III-11. Conditions of competition.--**

- (a) Is the certain potassium phosphate salts market subject to business cycles or conditions of competition distinctive to certain potassium phosphate salts?

DKP:             No             Yes

MKP:             No             Yes

TKPP:            No             Yes

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

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- (b) Has the emergence of new markets for certain potassium phosphate salts since 2007 affected the business cycles or conditions of competition distinctive to certain potassium phosphate salts?

DKP:             No             Yes

MKP:             No             Yes

TKPP:            No             Yes

For each "Yes" answer above, please explain any such changes.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-12. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain potassium phosphate salts based on the producer of the certain potassium phosphate salts you purchase?

Your firm:             Always             Usually             Sometimes             Never  
Your customers:     Always             Usually             Sometimes             Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

III-13. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain potassium phosphate salts based on the country of origin of the certain potassium phosphate salts you purchase?

Your firm:             Always             Usually             Sometimes             Never  
Your customers:     Always             Usually             Sometimes             Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: \_\_\_\_\_  
\_\_\_\_\_

Your customers: \_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-14. Purchasing frequency.--**

(a) How frequently do you make purchases?

DKP:  Daily  Weekly  Monthly  Quarterly  Annually  
 Other (specify) \_\_\_\_\_)

MKP:  Daily  Weekly  Monthly  Quarterly  Annually  
 Other (specify) \_\_\_\_\_)

TKPP:  Daily  Weekly  Monthly  Quarterly  Annually  
 Other (specify) \_\_\_\_\_)

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since 2007?

DKP:  No  Yes

MKP:  No  Yes

TKPP:  No  Yes

For each "Yes" answer above, please describe.

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III-15. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? \_\_\_\_\_ firms

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

**III-16. Supplier negotiations.--**

(a) Do purchases of certain potassium phosphate salts usually involve negotiations between supplier and purchaser?

- No                       Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No                       Yes--Specify the time period.

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**III-17. Change in suppliers.--Have you changed suppliers since 2007?**

- No                       Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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**III-18. New suppliers.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2007?**

- No                       Yes --Please identify the firms and indicate how you became aware of them.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-19. Have you switched suppliers due to the unavailability of certain potassium phosphate salts since January 1, 2007?

DKP:            No            Yes

MKP:            No            Yes

TKPP:            No            Yes

For each "Yes" answer above, please describe.

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III-20. Has your supplier refused, declined, or been unable to supply DKP, MKP, or TKPP since January 1, 2007? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.).

No            Yes-- Please note and document the time period(s) (i.e., month and year), the supplier involved, the amount and type of product involved; and the reason for the allocation.

DKP: \_\_\_\_\_  
\_\_\_\_\_

MKP: \_\_\_\_\_  
\_\_\_\_\_

TKPP: \_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell certain potassium phosphate salts to your firm?

- No             Yes-- \_\_\_\_\_ percent of purchases in 2009             Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

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(e) How long does it take to qualify a new supplier? \_\_\_\_\_ days.

(f) If you purchase MKP, do you require the product to be Kosher certified?

- No             Yes-- \_\_\_\_\_ percent of purchases in 2009             Yes--all purchases

III-22. **Failure to certify.**--Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their certain potassium phosphate salts with your firm or have any producers lost their approved status?

- No             Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-23. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for each of the certain potassium phosphate salts.

	<b>DKP</b>		
	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-23. **Purchasing factors.**--Continued

	<b>MKP</b>		
	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-23. **Purchasing factors.**--Continued

	<b>TKPP</b>		
	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-24. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain potassium phosphate salts for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of certain potassium phosphate salts?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-26. **Frequency of decisions based on price.**--How often does your firm purchase the certain potassium phosphate salts that is offered at the lowest price?

DKP:     Always     Frequently     Sometimes     Rarely     Never

MKP:     Always     Frequently     Sometimes     Rarely     Never

TKPP:     Always     Frequently     Sometimes     Rarely     Never

III-27. **Price leaders.**--Please list the names of any firms you considered price leaders in the certain potassium phosphate salts market since 2007. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Please describe how the firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.—certain potassium phosphate salts COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for certain potassium phosphate salts for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify \_\_\_\_\_ )

IV-2. **Interchangeability by country-pair.**--Is certain 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.<sup>1</sup>

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

**PART IV.—certain potassium phosphate salts COMPARISONS--Continued**

IV-3. **Country preferences.**--Do you or your customers ever specifically order certain potassium phosphate salts from one country in particular over other possible sources of supply?

DKP:            No            Yes

MKP:            No            Yes

TKPP:            No            Yes

For each "Yes" answer, please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why certain potassium phosphate salts from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. **Availability of merchandise.**--Are certain grade/type/size of certain potassium phosphate salts available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

DKP:            No            Yes

MKP:            No            Yes

TKPP:            No            Yes

For each "Yes" answer, please identify the source and the grade/type/size.

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IV-5. **Choice of product not based on price.**--If you purchased certain potassium phosphate salts from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.—certain potassium phosphate salts COMPARISONS--Continued**

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how each of the certain potassium phosphate salts produced in each country you identified in your response to the first question in Part IV compares with certain potassium phosphate salts produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	DKP:								
	product from U.S. compared to product from China			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.—certain potassium phosphate salts COMPARISONS--Continued**

IV-6. **Factor country comparisons.—Continued**

Quality	MKP								
	product from U.S. compared to product from China			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.—certain potassium phosphate salts COMPARISONS--Continued**

IV-6. **Factor country comparisons.**—Continued

Quality	TKPP								
	product from U.S. compared to product from China			product from compared to product from			product from compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.—certain potassium phosphate salts COMPARISONS--Continued**

**IV-7. Minimum quality--**

(a) How often does domestically produced certain potassium phosphate salts meet minimum quality specifications for your uses or your customers' uses?

DKP:     Always     Frequently     Sometimes     Rarely     Never

MKP:     Always     Frequently     Sometimes     Rarely     Never

TKPP:     Always     Frequently     Sometimes     Rarely     Never

(b) How often does imported Chinese certain potassium phosphate salts meet minimum quality specifications for your uses or your customers' uses?

DKP:     Always     Frequently     Sometimes     Rarely     Never

MKP:     Always     Frequently     Sometimes     Rarely     Never

TKPP:     Always     Frequently     Sometimes     Rarely     Never

(c) How often does imported nonsubject certain potassium phosphate salts (*i.e.*, certain potassium phosphate salts from countries other than China) meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Product (DKP, MKP, TKPP)</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely</b>	<b>Never</b>
Country:	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country:	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country:	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country:	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Country:	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>