

U.S. IMPORTERS' QUESTIONNAIRE

GLYPHOSATE FROM CHINA

This questionnaire must be received by the Commission by no later than April 15, 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 antidumping investigation concerning glyphosate from China (inv. No. 731-TA-1178 (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 glyphosate (as defined in the instruction booklet) from any country at any time since January 1, 2007?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, 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 this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Phone: ()

Signature

Fax ()

E-mail address

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. **OMB statistics.**--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. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

- I-4. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing glyphosate from China into the United States or which are engaged in exporting glyphosate from China to the United States?

☐ No ☐ Yes--List the following information

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

- I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of glyphosate?

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

- I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on glyphosate. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)
☐ Consignee of the imported products(s) ☐ Customs broker or freight forwarder.

- I-7. **Consignee.**--If your firm is an importer of record of glyphosate but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters glyphosate into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports glyphosate under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding 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 Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact:

Name and title

() _____

Phone number

E-mail address

II-2. **Changes in operations**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of glyphosate since January 1, 2007?

(check as many as appropriate)

(please describe)

☐ office/warehouse openings

☐ office/warehouse closings

☐ relocations

☐ expansions

☐ acquisitions

☐ consolidations

☐ prolonged shutdowns or
importation curtailments

☐ revised labor agreements

☐ other

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of glyphosate from China for delivery after December 31, 2009?

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

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

II-5. **Production and formulation.**--Has your firm at any time,

Imported glyphosate (in the "technical" acid, wet cake, or salt form)? ☐ No ☐ Yes

Imported formulated glyphosate? ☐ No ☐ Yes

Please report your firm's production of these products in the periods indicated.

Item	Calendar years		
	2007	2008	2009
Imports from China of:			
Glyphosate "technical" acid (in 1,000 pounds)			
Glyphosate wet cake (in 1,000 pounds)			
Glyphosate salt (in 1,000 pounds)			
Formulated glyphosate (in gallons)			
Other _____			
Imports from all other sources of:			
Glyphosate "technical" acid (in 1,000 pounds)			
Glyphosate wet cake (in 1,000 pounds)			
Glyphosate salt (in 1,000 pounds)			
Formulated glyphosate (in gallons)			
Other _____			

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

- II-6a. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of **glyphosate on a 95 percent acid equivalent basis** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

(including product that is produced in China that has been otherwise processed into a different form or concentration of glyphosate in a third country prior to importation in the United States)

Quantities in 1,000 pounds glyphosate on a 95 percent acid equivalent basis, value in \$1,000			
Item	Calendar years		
	2007	2008	2009
Beginning-of-period inventories (<i>quantity</i>)			
Imports: ¹			
<i>Quantity</i> of imports			
Directly from China			
Processed in a third country			
<i>Value</i> of imports			
U.S. shipments:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> ² of internal consumption/transfers			
Export shipments: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> 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? ☐ Yes ☐ No--Please explain: _____			

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

- II-6b. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of **formulated glyphosate** imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

(including product that is produced in China that has been otherwise processed into a different form or concentration of glyphosate in a third country prior to importation in the United States)

Quantities in 1,000 gallons of formulated glyphosate, value in \$1,000			
Item	Calendar years		
	2007	2008	2009
Beginning-of-period inventories (<i>quantity</i>)			
Imports: ¹			
<i>Quantity</i> of imports			
Directly from China			
Processed in a third country			
<i>Value</i> of imports			
U.S. shipments:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> ² of internal consumption/transfers			
Export shipments: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> 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? ☐ Yes ☐ No--Please explain: _____			

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

II-6c. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of **glyphosate on a 95 percent acid equivalent basis** imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

(excluding product that is produced in China that has been otherwise processed into a different form or concentration of glyphosate in a third country prior to importation in the United States)

Quantities in 1,000 pounds glyphosate on a 95 percent acid equivalent basis, value in \$1,000			
Item	Calendar years		
	2007	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? ☐ Yes ☐ No--Please explain: _____ _____			

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

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

ALL OTHER SOURCES COMBINED

(excluding product that is produced in China that has been otherwise processed into a different form or concentration of glyphosate in a third country prior to importation in the United States)

Quantities in 1,000 gallons of formulated glyphosate, value in \$1,000			
Item	Calendar years		
	2007	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?			
☐ Yes ☐ No--Please explain: _____			

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov).

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

Company contact:

Name and title

() _____

Phone number

E-mail address

PRICE DATA

III-2. (a) **Does your firm sell glyphosate in any form that is imported from China to UNRELATED U.S. FIRMS?**

☐ No

☐ Yes

If **yes**, please fill out section **III-3**. **Section III-3** requests quarterly quantity and value data for your commercial shipments to unrelated U.S. firms since 2007 of the products on the following page that you imported from China. Please report the value data on both an f.o.b. basis and a delivered basis:

(1) sales on an f.o.b. basis from your U.S. point of shipment do *not* include U.S.-inland transportation costs. Transportation costs from the last location where your manufacturing activities take place to a distribution warehouse *should not* be included in the f.o.b. price.

(2) sales on a delivered basis to your final customer include U.S.-inland transportation costs to your customer's facility.

(b) **Does your firm obtain formulated glyphosate from China?**

☐ No

☐ Yes

If **yes**, please fill out both sections **III-3** and **III-4**.

Section III-3 requests quarterly quantity and value data for your commercial shipments to unrelated U.S. firms since 2007 of the products of FORMULATED PRODUCT (pricing product 3 on the following page) that you imported from China and sold to unrelated U.S. firms. Please report the value data on both an f.o.b. basis and a delivered basis:

(1) sales on an f.o.b. basis from your U.S. point of shipment do *not* include U.S.-inland transportation costs. Transportation costs from the last location where your manufacturing activities take place to a distribution warehouse *should not* be included in the f.o.b. price.

(2) sales on a delivered basis to your final customer include U.S.-inland transportation costs to your customer's facility.

Section III-4 requests quarterly quantity and value data for your imports of FORMULATED PRODUCT (pricing product 3 on the following page) from China during January 2007–December 2009. Please report these values on a delivered basis, (net of returns, discounts, allowances, and rebates), including all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

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

PRICE DATA

III-2.—continued.

Product 1.--Glyphosate Acid Technical, in super sacks, 600 to 880KG in size, stated as lbs. 95% acid equivalent basis. ***Report quantity in pounds.***

Product 2.--Glyphosate 62% IPA Salt, sold in bulk or IBC Totes from 250 to 265 gallons in capacity, sold by the lb. as is 62%. ***Report quantity in pounds.***

Product 3.-- Glyphosate 41% IPA Salt, typically sold in bulk, Totes, drums and 2x2.5g cases, sold by the gallon as is 41%. ***Report quantity in gallons.***

Please note that total dollar values should reflect the FINAL NET amount (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued**III-3. SALES of glyphosate imported from China**

Price data.--Report below the quarterly price data for pricing products¹ imported from China and sold by your firm.

China

Period of shipment	Product 1 (Quantity in <i>pounds</i>)			Product 2 (Quantity in <i>pounds</i>)			Product 3 (Quantity in <i>gallons</i>)		
	Quantity	F.o.b. Value ²	Delivered Value ³	Quantity	F.o.b. Value ²	Delivered Value ³	Quantity	F.o.b. Value ²	Delivered Value ³
2007:									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
2008:									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
2009:									
Jan-March									
April-June									
July-Sept									
Oct-Dec									

¹ Pricing product definitions are provided on the second page of Part III.

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

³ Net delivered values (*i.e.*, gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (*i.e.*, do include U.S.-inland transportation costs).

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: _____

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

III-4. IMPORTS of formulated glyphosate from China

Price data.--Report below the quarterly price data for pricing products¹ imported from China and sold by your firm.

China

Period of shipment	Product 3 (Quantity in <i>gallons</i>)	
	Quantity	Delivered Value ²
2007:		
Jan-March		
April-June		
July-Sept		
Oct-Dec		
2008:		
Jan-March		
April-June		
July-Sept		
Oct-Dec		
2009:		
Jan-March		
April-June		
July-Sept		
Oct-Dec		

¹ Pricing product definitions are provided on the second page of Part III.

² Net delivered values should be net of returns, discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, and rebates, but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

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 3:

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

III-5. **Price setting**-- How does your firm determine the prices that it charges for sales of glyphosate (*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
- ☐ Internet sales
- ☐ Other--Please describe: _____
- _____

III-6. **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-7. **Pricing terms for glyphosate**--

- (a) What are your firm's typical sales terms for glyphosate imported from China (*e.g.*, 2/10 net 30 days)? _____.
- (b) On what basis are your prices of glyphosate imported from China usually quoted? (check one) ☐ F.o.b.--Please specify point: _____ ☐ Delivered

III-8. **Contract versus spot**--Approximately what share of your firm's sales of glyphosate imported from China in 2009 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	_____

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

III-9. **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? _____
- (c) Does the contract fix quantity, price, or both? _____
- (c) Does the contract have a meet or release provision? _____

III-10. **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? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-11. **Lead times.**--What is your share of sales both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of glyphosate?

<u>Source</u>	<u>Share of sales,</u> <u>2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

III-12. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of glyphosate 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 occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

III-13. **Geographical shipments**--What is the geographic market area in the United States served by your firm's shipments of glyphosate imported from any source? (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-14. **End uses**--Describe the end uses of the glyphosate that you import from China. For each end-use product, what percentage of the total cost is accounted for by glyphosate?

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

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

III-15. **Substitutes.**--Please list in order of importance any products that may be substituted for glyphosate. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for glyphosate, and to what degree, the length of any time lag of such an effect.

Substitute	Application	Have changes in the prices of this substitute affected the price for glyphosate?
1.		☐ No ☐ Yes--Please explain.
2.		☐ No ☐ Yes--Please explain.
3.		☐ No ☐ Yes--Please explain.
4.		☐ No ☐ Yes--Please explain.
5.		☐ No ☐ Yes--Please explain.

III-16. **Demand trends.**--

(a) How has the demand within the United States for glyphosate changed since January 1, 2007? What principal factors affect changes in demand?

☐ Increased
 ☐ No Change
 ☐ Decreased
 ☐ Fluctuated

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

III-16. (b) How has the demand outside the United States (if known) for glyphosate changed since January 1, 2007? What principal factors affect changes in demand?

☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

III-17. **Product changes.**--Have there been any significant changes in the product range or marketing of glyphosate since January 1, 2007?

☐ No ☐ Yes-- Please describe.

III-18. **Business cycles.**--

(a) Is glyphosate market subject to business cycles or conditions of competition (including seasonal business) distinctive to glyphosate?

☐ No (skip to question IV-16.) ☐ Yes-- Please describe below and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for glyphosate since January 1, 2007?

☐ No ☐ Yes-- Please describe.

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

III-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply glyphosate 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, been unable to meet timely shipment commitments, etc.)?

☐ No

☐ Yes-- Please describe.

III-20. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce glyphosate and whether your firm expects these trends to continue.

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

III-21. **Interchangeability.**--Is glyphosate 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

Country-pair	China	Other countries
United States		
China		
Other countries		

¹ For any country-pair producing glyphosate which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

III-22. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between glyphosate 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

Country-pair	China	Other countries
United States		
China		
Other countries		

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

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

III-23. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for glyphosate during 2007-2009. 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 glyphosate from China that each of these customers accounted for in 2009.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2009 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					