

U.S. PURCHASERS' QUESTIONNAIRE

SODIUM METAL FROM FRANCE

This questionnaire must be received by the Commission by no later than August 15, 2008

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 sodium metal from France (inv. No. 731-TA-1135 (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 Nancy Bryn, economist (202 205-3226 or e-mail: craig.thomsen@usitc.gov).

| |
|--|
| Name of firm _____ |
| Address _____ |
| City _____ State _____ Zip Code _____ |
| World Wide Web address _____ |
| Has your firm purchased sodium metal (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2005? |
| <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) |

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly)

I acknowledge that information submitted in this questionnaire response and throughout 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.

| | | |
|---|--|--------------------------------|
| _____ <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 QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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-1. a) 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

b) 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 4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

| <u>Firm name</u> | <u>Address</u> | <u>Extent of ownership</u> |
|------------------|----------------|----------------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sodium metal from France into the United States or which are engaged in exporting sodium metal from France to the United States?

No Yes--List the following information

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

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information

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

Unless otherwise instructed, please answer all questions in this questionnaire based on your firm's total U.S. purchases of sodium metal during January 2005-June 2008. If your responses differ by product form and grade of the sodium metal that you purchased, please specify.

Some questions request responses that involve specific forms and grades of sodium metal. Please refer to the following different forms and names of grades in any such responses.

FORMS:

There are three basic forms of sodium metal-- (1) bulk; (2) ingots/bricks; and (3) sticks/doses. The bulk form is by far the most prevalent.

GRADES:

Dupont reports that it offers three basic grades of sodium metal and MSSA (France) reports that it offers four basic grades of sodium metal, although there may be some variations within each of the grades to satisfy particular customer requirements. These grades contain different purity and/or maximum calcium (Ca) levels.

| DuPont's three grades of sodium metal | | MSSA (France)'s four grades of sodium metal | |
|---------------------------------------|----------------------------|---|----------------------------|
| Name | Specification ¹ | Name | Specification ¹ |
| Technical | 99.89% pure; 400 ppm Ca | Technical (S+) | 99.8% pure; 400 ppm Ca |
| Niapure | 99.89% pure; 400 ppm Ca | Sopure | 99.8% pure; 200 ppm Ca |
| Niapure select | 99.91% pure; 200 ppm Ca | Refined (R) | 99.9% pure; 10 ppm Ca |
| | | Extra refined (R) | 99.98% pure; 10 ppm Ca |

¹ These specifications show the purity level and the maximum level of calcium for each grade. The technical grade of sodium metal involves only primary filtration, whereas the other grades of sodium metal involve primary and secondary filtrations.

PART I.--GENERAL QUESTIONS--Continued

I-6. Are these specifications for DuPont and MSSA consistent with your understanding of the specifications of sodium metal offered by DuPont and MSSA?

Yes No—If not, please explain what grades you understand are offered by them.

I-7. a) Since January 2005, have you requested or required a higher grade of sodium metal than you were currently buying?

Yes—Please explain which product(s) and when the request occurred No –Skip to I-8.

b) Did you purchase the higher grade of sodium metal?

Yes—Please explain the circumstances of the switch, and any differences between the grades that you noticed

No—Why not?

I-8. a) Since January 2005, has DuPont or MSSA offered to supply you a higher grade of sodium metal than you were currently buying?

Yes—Please explain which product(s) and when the offer occurred No –Skip to I-9.

c) Did you purchase the higher grade of sodium metal?

Yes—Please explain the circumstances of the switch, and any differences between the grades that you noticed

No—Why not?

PART II.--PURCHASES

II-1. Report, as indicated below, shipment data for your firm's total U.S. purchases of U.S.-produced sodium metal directly from U.S. producers and its U.S. purchases of foreign-produced sodium metal directly from U.S. importers, by the countries shown below. In addition, report separately, if applicable, your firm's purchases from other U.S. sources (e.g., distributors or others who themselves purchase from U.S. producers and/or importers) by the countries shown below. Report shipment data based on dates of deliveries for sodium metal received by your firm, not order dates, and report delivered values to your firm's U.S. receiving location(s).

| (Quantity in 1,000 pounds, value in 1,000 U.S. dollars) | | | | |
|--|------|------|------|----------------|
| Item | 2005 | 2006 | 2007 | Jan.-Mar. 2008 |
| PURCHASES MADE DIRECTLY FROM U.S. PRODUCERS AND IMPORTERS | | | | |
| U.S.-PRODUCED SODIUM METAL: | | | | |
| Quantity (1,000 pounds) | | | | |
| Value (1,000 dollars) | | | | |
| IMPORTED SODIUM METAL FROM FRANCE: | | | | |
| Quantity (1,000 pounds) | | | | |
| Value (1,000 dollars) | | | | |
| IMPORTED SODIUM METAL FROM ALL OTHER COUNTRIES:¹ | | | | |
| Quantity (1,000 pounds) | | | | |
| Value (1,000 dollars) | | | | |
| ¹ Please identify these countries: _____ | | | | |
| PURCHASES MADE FROM OTHER U.S. SOURCES | | | | |
| U.S.-PRODUCED SODIUM METAL: | | | | |
| Quantity (1,000 pounds) | | | | |
| Value (1,000 dollars) | | | | |
| IMPORTED SODIUM METAL FROM FRANCE: | | | | |
| Quantity (1,000 pounds) | | | | |
| Value (1,000 dollars) | | | | |
| IMPORTED SODIUM METAL FROM ALL OTHER COUNTRIES:¹ | | | | |
| Quantity (1,000 pounds) | | | | |
| Value (1,000 dollars) | | | | |
| ¹ Please identify these countries: _____ | | | | |

PART II.—PURCHASES--Continued

II-2. a) Report/estimate, as indicated below, end-of-period inventory quantities of your firm's total U.S. purchases of U.S.-produced sodium metal and its U.S. purchases of foreign-produced sodium metal (*Do not report, if applicable, inventories of your firm's direct imports*).

| Quantity (1,000 pounds) | | | | |
|--|------|------|------|----------------|
| Item | 2005 | 2006 | 2007 | Jan.-Mar. 2008 |
| U.S.-PRODUCED SODIUM METAL: | | | | |
| IMPORTED SODIUM METAL FROM FRANCE: | | | | |
| IMPORTED SODIUM METAL FROM ALL OTHER COUNTRIES:¹ | | | | |

¹ Please identify these countries:

b) Please explain the reasons for any changes (as indicated above) in your firm's U.S. inventories of the sodium metal produced in the United States, imported from France, and/or imported from other countries, during January 2005-June 2008.

U.S.-produced: _____

Imported from France: _____

Imported from other countries: _____

PART II.—PURCHASES--Continued

II-3. If the relative levels of your firm's purchases of sodium metal from different country sources (both domestic and foreign) have changed since January 2005 (as seen in question II-1), please list for up to each of the top 5 shifts the (1) country-of-origin, (2) the product (form and grade), (3) indicate whether the relative share from that country has increased or decreased, and (4) state the reason(s).

| Country | Product (form and grade) | Increase/ decrease | Reason(s) |
|---------|-----------------------------|-----------------------|-----------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

II-4. a) What percentage of your purchases was made in bulk, ingots/bricks, and sticks/doses forms in 2007 for U.S., French, and other sources? What was the use(s) for each of these purchases?

| Country | Bulk | Ingots/bricks | Sticks/Doses | Use(s) |
|---------|------|---------------|--------------|--------|
| U.S. | | | | |
| France | | | | |
| | | | | |
| | | | | |
| | | | | |

b) Have there been any appreciable changes in percentage of sodium metal that you purchased in each form since 2005? If so, what were the changes?

II-5. If your firm purchased sodium metal from only one country since January 2005, please identify the form(s) and grade(s) of the sodium metal and explain the reasons for doing so.

PART III.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of sodium metal during January 2005-June 2008 (check all purchaser types that apply to your firm)? Indicate the form(s) and grade(s) that you purchased and, if known, the downstream product(s) that is/are produced (by your firm if an end user) with each form and grade of sodium metal your firm purchased. In addition, indicate the use(s) of each downstream product produced by your firm with each associated form and grade of sodium metal.

END USER:

Form(s) and grade(s) of sodium metal _____

Downstream product(s) and use(s) (Please identify the supplier(s) of the sodium metal used in each downstream product produced): _____

DISTRIBUTOR:

Form(s) and grade(s) of sodium metal: _____

Downstream product(s) and use(s) (Please identify the supplier(s) of the sodium metal used in each downstream product produced): _____

OTHER: (Specify: _____)

Form(s) and grade(s) of sodium metal _____

Downstream product(s) and use(s) (Please identify the supplier(s) of the sodium metal used in each downstream product produced): _____

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

III-2. Does your firm sell its purchased sodium metal?

No (skip to next question)

Yes--Continue

a) Please identify the types of customers to which you firm sells its purchased sodium metal.

b) Does your firm compete for sales to its customers with those manufacturers and importers from which it purchases sodium metal?

No (skip to next question)

Yes--Continue

Please identify the names of these firms, identify the product involved (i.e., grade and form), and indicate each as a U.S. producer, importer, or other type (specify) of competing supplier.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-3. a) Did your firm purchase one or more grades of bulk sodium metal during January 2005-June 2008?

No (skip to next question)

Yes—Identify each such grade of sodium metal and discuss how well each such grade met your firm's needs for use and storage of the product.

Grade (specify _____)

Use: _____

Storage: _____

Grade (specify _____)

Use: _____

Storage: _____

Grade (specify _____)

Use: _____

Storage: _____

b) For each grade of sodium metal reported above that involved a calcium level that was lower than that for the technical grade, please identify and discuss the advantages of the lower calcium grade vis-à-vis the technical grade. If there is a long-term or short-term cost advantage to buying lower-calcium grade sodium to your firm, please provide a quantifiable (in dollars) estimate of the cost advantage and your methodology used in your calculations.

Grade (specify _____)

Grade (specify _____)

Grade (specify _____)

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-3. c) Did/would your firm pay a premium for the lower-calcium grade of sodium metal vis-à-vis the technical grade?

No Yes

If no, please explain the reasons why your firm did/would not pay a price premium. If yes, please specify below the price premium in dollars per pound of sodium metal and discuss reasons that your firm did/would pay a price premium.

Answer questions III-4 through III-6 only if your firm is an end user of sodium metal

III-4. a) Please list your firm's top 3 immediate output products, based on value, that it produced during January 2005-June 2008 for which it *purchased* sodium metal as an input. Please indicate what percentage of the total cost to produce each output product was accounted for by the purchased sodium metal.

| <u>Output product you produced</u> | <u>Percent of cost accounted for by purchased sodium metal (percent)</u> |
|------------------------------------|--|
| 1. _____ | 1. _____ |
| 2. _____ | 2. _____ |
| 3. _____ | 3. _____ |

b) If the immediate product your firm produced with sodium metal is itself a part of a final product, identify, to the extent possible, the final product for each such product your firm produced with sodium metal that it reported above and if possible, estimate the percentage of the total cost to produce each final product that was accounted for by the sodium metal.

| <u>Final product</u> | <u>Share of final product cost accounted for by sodium metal (percent)</u> |
|----------------------|--|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |

c) If your firm purchased both U.S.-produced sodium metal and imported sodium metal from France, please describe any significant differences in the immediate output products and/or the final products because of the type of sodium metal being used.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-5. For the immediate output product(s) that your firm produced with its purchased sodium metal (shown in your response to question III-4a), report below how demand for each such output product(s) of your firm changed since January 2005?

(1) Output product (specify): _____

Increased Unchanged Decreased Fluctuated

What has been the effect on your firm's demand for sodium metal since January 2005?

(2) Output product (specify): _____

Increased Unchanged Decreased Fluctuated

What has been the effect on your firm's demand for sodium metals since January 2005?

(3) Output product (specify): _____

Increased Unchanged Decreased Fluctuated

What has been the effect on your firm's demand for sodium metals since January 2005?

III-6. If your firm's immediate product produced with the sodium metal is itself a part of a final product (shown in response to question III-4b), report below, if known, how demand for each such final product changed since January 2005?

(1) Identify the final product: _____

Increased Unchanged Decreased Fluctuated

What has been the effect on your firm's demand for sodium metal since January 2005?

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-6. *Continued*

(2) Identify the final product: _____

Increased Unchanged Decreased Fluctuated

What has been the effect on your firm's demand for sodium metals since January 2005?

(3) Identify the final product: _____

Increased Unchanged Decreased Fluctuated

What has been the effect on your firm's demand for sodium metals since January 2005?

III-7. Have there been any changes in the end uses of sodium metal since January 2005?

No Yes--Discuss the changes, noting the time period in which they occurred.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-8. Are there any downstream products using sodium metal with which your firm is familiar, where changes in U.S. demand for the downstream products during January 2005-June 2008 and/or expected during the rest of 2008 and in 2009 resulted in, or are expected to result in, changes in U.S. demand for sodium metal?

- No (skip to next question) Yes

If yes--

a) Identify the largest product using sodium metal that your firm is familiar with where U.S. demand increased or decreased during January 2005-June 2008 and/or is expected to increase or decrease during the rest of 2008 and in 2009. In addition, indicate the changes in U.S. demand for this downstream product and the period(s) when such changes occurred or are likely to occur.

b) Discuss the extent to which the downstream product was produced with sodium metal versus a different input had on U.S. production of this downstream product during January 2005-June 2008 and/or the expected impact during the rest of 2008 and in 2009. Also identify and discuss the factors that lead to more or less production of this product with sodium metal during these periods.

c) What impact have imports, or changes in the quantity of imports, of the downstream product had on U.S. production of this downstream product since January 2005?

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-8. d) Estimate the impact on U.S. demand for sodium metal during January 2005-June 2008 and/or the expected impact during the rest of 2008 and in 2009, based on any changes in demand for this downstream product. Estimate, any changes/expected changes in U.S. sodium metal demand from changes in U.S. demand for this downstream product (in short tons). *Indicate whether any changes are an increase or decrease.*

Discuss substitution in demand in the U.S. market between sodium metal and alternative (other than sodium metal) products in the following question.

III-9. a) Do substitutes exist for sodium metal in the U.S. market? If none, please indicate.

No (skip to question III-10) Yes (continue)

b) Please list, in descending order of importance, the top two products that may substitute for sodium metal, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2005-June 2008, and show the (form and grade) of sodium metal product for which each alternative product is the most probable substitute.

1. _____
2. _____

c) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other during January 2005-June 2008.

1. _____
2. _____

d) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the sodium metal product during January 2005-June 2008? What is the time lag for any such impact and does this vary by form and grade of sodium metal and/or final end-use?

1. _____

2. _____

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-10. Have there been any changes in the number or types of products that can be substituted for sodium metal since January 2005?

No Yes--Please explain.

III-11. How has demand for sodium metal within the United States and, if known, outside the United States, changed since January 1, 2005? Identify principal factors that affected any changes in demand.

United States:

Increased Unchanged Decreased Fluctuated

Principal factors that affected any changes in demand?

Outside the United States (specify countries _____):

Increased Unchanged Decreased Fluctuated

Principal factors that affected any changes in demand?

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-12.(a) Was the sodium metal market in the United States subject to business cycles, product cycles, or conditions of competition distinctive to sodium metal during January 2005-June 2008?

No--Identify factors affecting U.S. demand for sodium metal.

Yes--Please explain and provide estimates of the duration of any such cycle and identify any other factors affecting U.S. demand for sodium metal.

(b) Has the emergence of new applications and/or markets for sodium metal since January 2005 affected the business cycles, conditions of competition distinctive to sodium metal, and/or other demand factors for sodium metal in the U.S. market?

No Yes--Please explain any such changes.

III-13. Is buying sodium metal that is produced in the United States an important factor in your firm's purchases of these products (please 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 the total quantity of your firm's purchases of sodium metal in 2007.

Yes--Purchases of domestic product are not required by law or regulation, but are by your firm or its customers. This involves _____ percent of the total quantity of your firm's purchases of sodium metal in 2007.

Yes--Purchases of domestic product are required for other reasons (please specify these reasons below, e.g. short lead times required, customization, etc.). This involves _____ percent of the total quantity of your firm's purchases of sodium metal in 2007.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-14. Did your firm and, if a distributor, did your customers make purchase decisions based on the identity of the producer of the sodium metal you purchased during January 2005-June 2008?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

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

Your firm: _____

Your customers: _____

III-15. Did your firm and, if a distributor, did your customers make purchase decisions based on the country of origin of the sodium metal you purchased during January 2005-June 2008?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

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

Your firm: _____

Your customers: _____

III-16. a) How frequently did your firm purchase sodium metal during January 2005-June 2008? If your responses differed based on whether the purchase was a long-term, short-term, or spot purchase, please answer separately for each type of purchase.

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

b) How frequently did your firm receive shipments of sodium metal during January 2005-June 2008?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-17. (a) Did your firm's purchases of sodium metal usually involve negotiations between supplier and purchaser or did the supplier typically set the terms (price, payment methods, etc.) during January 2005-June 2008?

- Supplier sets price Negotiate--Please describe these negotiations and identify the suppliers.

b) Discuss how (1) the length of the purchase contract/agreement and (2) the volume of purchases affected your firm's purchase price level of sodium metal during January 2005-June 2008 (i.e., did a longer contract period and/or a larger-volume purchase lead to lower prices)

- (1) _____
(2) _____

c) Did your firm mention competing prices to your supplier(s) when negotiating a price for sodium metal during January 2005-June 2008?

- Always Frequently Sometimes Never

(d) Did your firm tend to vary its purchases of sodium metal from a given supplier within a specified time period based on the price offered for that period during January 2005-June 2008?

- Always Frequently Sometimes Never

If at least sometimes—

Specify the time period.

III-18. How many suppliers did your firm generally contact before making a purchase of sodium metal during January 2005-June 2008? If your responses differed based on whether the purchase was a long-term, short-term, or spot purchase, please answer separately for each type of purchase.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-19. Has your firm changed suppliers of sodium metal since January 2005?

No Yes

If yes--

Please list the supplier(s) and indicate whether the firms were added or dropped as a supplier. Also give the reasons for the change and how frequently you changed suppliers since January 2005.

III-20. (a) Is your firm aware of any new suppliers of sodium metal, either foreign or domestic, that have entered the U.S. market since January 2005?

No Yes

If yes--

Please identify the new suppliers, the country-of-origin of their sodium metal, and indicate how your firm became aware of them.

(b) Does your firm expect new suppliers of sodium metal to enter the U.S. market in the future?

No Yes

If yes--

Please provide details, noting the specific future time period and country(ies) of origin in your response.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-21. Did your firm require during January 2005-June 2008 its suppliers to be or become certified or prequalified with respect to the form, grade, purity or other product characteristics and/or performance characteristics of the sodium metal they sold to your firm?

- No Yes – _____ percent of such purchases in 2007 Yes—all purchases in 2007

If yes--

a) Please provide a general description of the certification or qualification process and the time and cost required for such approval.

b) Briefly describe the factors that your firm considered during January 2005-June 2008 when qualifying a new supplier (e.g., form, grade, quality of product, reliability of supplier, etc.).

c) Since January 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their sodium metal with your firm or have any suppliers lost their approved status?

- No Yes

If yes--

Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-22. For the factors listed below, please rate each in terms of its importance in your firm's purchase decision for sodium metal.

| | VERY IMPORTANT | SOMEWHAT IMPORTANT | NOT IMPORTANT |
|--|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Avoidance of calcium buildup and clogging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Credit extension | <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"/> |
| Form requested (e.g., ISO tank, rail car, drum, ingots, etc.) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Sodium oxide buildup and clogging | <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 PURCHASE PRACTICES--Continued

III-23. Please list, in descending order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase sodium metal (examples include current availability, extension of credit, prearranged contracts, price, form, grade, quality exceeding specifications or industry standards, consistency of quality, range of supplier's product line, traditional supplier, etc.).

- 1. _____
- 2. _____
- 3. _____

Other factors or comments:

III-24. What characteristics does your firm consider when determining the quality of sodium metal?

III-25. How often does your firm purchase the sodium metal that is offered at the lowest price?

- Always Usually Sometimes Never

If not "always", what other factors were also important in your firm's purchasing decisions for sodium metal during January 2005-June 2008?

PART III.—MARKET CHARACTERISTICS AND PURCHASE PRACTICES--Continued

III-26. Please list the names of any firms you considered price leaders in the U.S. market for sodium metal since January 2005. 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.

III-27. Please describe how each of the above firm(s) or, as applicable, all the firms collectively exhibited price leadership.

III-28. How frequently did the price of the sodium metal your firm purchased change during 2005-07?

III-29. Does your firm purchase sodium metal on the internet?

No Yes

If yes--

Please describe, noting the estimated percentage of your firm's total quantity of U.S. purchases of sodium metal in 2007 accounted for by internet purchases, and identify the country(ies) of origin of the products purchased on the internet.

PART IV.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

—Continued

IV-3. Did your firm or its customers ever specifically order sodium metal from one country in particular over other possible sources of supply during January 2005-June 2008?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which your firm or, if a distributor, its customers prefer to order, and indicate why sodium metal from these countries are preferred over product from other countries.

IV-4. Were certain forms, grades/purities, and/or other characteristics of sodium metal available from only a single source (domestic or foreign, including both subject and nonsubject countries) during January 2005-June 2008?

- No Yes--
Please identify the supplier, country source, and the specific product features.

IV-5. If your firm purchased sodium metal from one source although a comparable product was available from another source at a lower price during January 2005-June 2008, please explain your reasons for doing so (please specify by supplier and country of origin of the sodium metal, including the United States and both subject and nonsubject foreign countries). Possibilities might include form and/or grade/purity of sodium metal, transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

—Continued

IV-6. For the factors listed below, please rate how sodium metal produced in each country your firm identified in its response to the first question in Part IV compares with sodium metal products produced in each of the other countries your firm identified (including the United States and both subject and nonsubject foreign countries). Please attach any comments your firm cares to make concerning its responses, especially in comparisons where your firm rates product from one country superior or inferior to product from another. *If multiple country comparisons are the same, then include all such countries on a single page in your firm's response.*

Comparison 1:

| | | | | |
|---|--------------------------|--------------------------|--------------------------|-------------------|
| _____ | compared to | | | _____ |
| (specify country) | | | | (specify country) |
| | SUPERIOR | COMPARABLE | INFERIOR | |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Avoidance of calcium buildup and clogging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Credit extension | <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"/> | |
| Form requested (e.g., ISO tank, rail car, drum, ingots, etc.) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Quality meets requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Quality exceeds requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Sodium oxide buildup and clogging | <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 ¹ | <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"/> | |

¹ A rating of "Superior" on price or U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT
 —Continued

IV-6.

Comparison 2:

| _____ compared to _____ (specify country) (specify country) | SUPERIOR | COMPARABLE | INFERIOR |
|--|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Avoidance of calcium buildup and clogging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Credit extension | <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"/> |
| Form requested (e.g., ISO tank, rail car, drum, ingots, etc.) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Sodium oxide buildup and clogging | <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 ¹ | <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"/> |

¹ A rating of "Superior" on price or U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT
 —Continued

IV-6.

Comparison 3:

| | | | | |
|--|--------------------------|--------------------------|--------------------------|-------------------|
| _____ | compared to | | | _____ |
| (specify country) | | | | (specify country) |
| | SUPERIOR | COMPARABLE | INFERIOR | |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Avoidance of calcium buildup and clogging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Credit extension | <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"/> | |
| Form requested (e.g., ISO tank, rail car, drum, ingots, etc.) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Quality meets requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Quality exceeds requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Sodium oxide buildup and clogging | <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 ¹ | <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"/> | |

¹ A rating of "Superior" on price or U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT
 —Continued

IV-6.

Comparison 4:

| _____ compared to _____ (specify country) (specify country) | SUPERIOR | COMPARABLE | INFERIOR |
|--|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Avoidance of calcium buildup and clogging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Credit extension | <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"/> |
| Form requested (e.g., ISO tank, rail car, drum, ingots, etc.) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds requirements for your process/application | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Sodium oxide buildup and clogging | <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 ¹ | <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"/> |

¹ A rating of "Superior" on price or U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART V.—CONTRACT INFORMATION

This part of the questionnaire requests long-term and short-term purchase contract/agreement information, including any competing offers submitted to your U.S. firm for each contract/agreement, for sodium metal in bulk form shipped to your U.S. firm during January 2005-June 2008 and/or product that will be shipped to your firm during the rest of 2008 and/or in 2009 from U.S. producers and importers UNRELATED (by ownership) to your firm.

Long-term purchases are for multiple deliveries over a period of more than 12 months after the purchase agreement, and short-term purchases are for multiple deliveries for up to 12 months after the purchase agreement. Long-term and short-term purchase agreements can be written contracts or verbal agreements. *Do NOT include any SPOT purchases in your responses; spot purchases are usually one-time delivery, made within 30 days of the purchase agreement.*

Please note that the information is requested for purchase contracts/agreements that were either (1) negotiated during January 2005-June 2008 for deliveries occurring in 2005-2009, or (2) negotiated prior to January 2005 if the contract delivery period extended into 2005-2009. This information is requested only for sodium metal in bulk form.

PART VI.—SUPPLIER IDENTIFICATION

V-1. **COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of your U.S. firm's purchase contract/agreements for sodium metal in bulk form. Report separately for long-term and short-term purchase contracts/agreements and report the year the contract/agreement was negotiated and the length (in years) of the purchase contract/agreement period (indicate this information at the top of table where requested). Report only for sodium metal (in bulk form) shipped to your firm's U.S. locations during January 2005-June 2008 and/or product that will be shipped during the rest of 2008 and/or in 2009. *Copy this page as necessary to report for additional long-term and/or short-term purchase contracts/agreements. For each additional contract, manually copy and paste pages 33 and 34 into new pages as necessary. (At the end of page 34, insert a page break (Menu: Insert-Break-Page break); copy the contents of page 33 and paste in the new page. Repeat for page 34.)*

Year contract/agreement negotiated _____ **Length of contract period** _____

Long-term **Short-term** (Check one)

| Name of quoting firms and the grade(s) of sodium metal offered | Initial quote | Final quote | Winning quote(s) | |
|--|---------------|-------------|------------------|------------------------------|
| | As quoted | | As quoted | Delivered basis ¹ |
| 1. | | | | |
| Quote date | | | | |
| Country of origin | | | | |
| Quoted price (\$/pound) ² | | | | |
| Total quoted quantity (pounds) | | | | |
| 2. | | | | |
| Quote date | | | | |
| Country of origin | | | | |
| Quoted price (\$/pound) ² | | | | |
| Total quoted quantity (pounds) | | | | |
| 3. | | | | |
| Quote date | | | | |
| Country of origin | | | | |
| Quoted price (\$/pound) ² | | | | |
| Total quoted quantity (pounds) | | | | |
| 4. | | | | |
| Quote date | | | | |
| Country of origin | | | | |
| Quoted price (\$/pound) ² | | | | |
| Total quoted quantity (pounds) | | | | |

¹ Convert price quotes, where applicable, to a delivered value basis; i.e., include U.S. transportation costs from your U.S. suppliers' locations (U.S. warehouse, U.S. production facility, or U.S. port-of-entry) to your firm's U.S. receiving locations.

² Please indicate whether delivered price (delivered), U.S. f.o.b. shipping location (U.S. f.o.b.), or other basis beside the quoted price.

PART V.—CONTRACT INFORMATION--Continued

V-2. With respect to the contracts that were reported in question V-1, please describe the following stipulations of the contract. Again, *please copy these pages as needed to report for more than a single long-term and/or short-term purchase contract/agreement using the method described in question V-1.*

| | |
|---|--|
| Supplier name | |
| Country of origin | |
| Reason for selecting supplier | |
| Grade(s) | |
| Date signed | |
| Beginning/end dates | |
| Extension clause (please describe) | |
| Contracted price | |
| Price escalators (include basis, frequency and other factors) | |
| Additional price terms (if any) | |
| Quantity | |
| Payment terms | |
| Delivery terms or provisions (include U.S. receiving location and transport method) | |
| Inventory provisions (if any) | |
| Hardship/meet-or-release provisions (if any) | |
| Most favored customer provision (if any) | |
| Other considerations (if any) | |
| Product(s) produced with contracted sodium metal | |
| Provide for supply of sodium metal to other countries also? | |

PART VI.—SUPPLIER IDENTIFICATION

Please provide the names and addresses, in descending order, of up to the 5 largest U.S. suppliers of sodium metal to your U.S. firm during January 2005-June 2008. Please also provide for each supplier the name and telephone number of a contact person. In addition, report the share, by quantity, of your firm's purchases of sodium metal that it received in 2007 that was accounted for by each of the 5 largest suppliers of these products. Identify where indicated the country of origin of the sodium metal purchased from each supplier, and, for any suppliers related to your firm, place an R by the name of each such supplier.

| No. | Supplier's name | Country of origin | Street address (<u>not</u> P.O. box), city, state, and zip code | Contact person | Area code and telephone number | Share of 2007 shipments (%) |
|-----|-----------------|-------------------|--|----------------|--------------------------------|-----------------------------|
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |