

## U.S. IMPORTERS' QUESTIONNAIRE

### HEDP FROM CHINA AND INDIA

**This questionnaire must be received by the Commission by no later than December 17, 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 duty investigations concerning 1-Hydroxyethylidene-1,1-diphosphonic acid (HEDP) from China and India (Inv. Nos. 731-TA-1146-1147 (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)).

<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 imported HEDP (as defined in the instruction booklet) from <u>any</u> country at <u>any</u> time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return this page and page 11 (imports other than HEDP entered under HTS statistical reporting number 2931.00.9043 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 means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations and 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 record of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name of Authorized Official*

\_\_\_\_\_  
*Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Phone: ( )*

\_\_\_\_\_  
*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. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

I-3. **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/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing HEDP from China and/or India into the United States or which are engaged in exporting HEDP from China and/or India 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 HEDP?

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

I-6. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on HEDP. 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-7a. **Consignee.**--If your firm is an importer of record of HEDP 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-7b. **Importer of record.**--If your firm is the consignee of HEDP but is not the importer of record, please contact Nathanael Comly at 202-205-3174, Nathanael.Comly@usitc.gov, and list the importer(s) of record below (firm name, address, telephone number, and individual to contact).

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

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

Foreign trade zones     No             Yes

Bonded warehouses     No             Yes

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

No             Yes

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

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Nathanael Comly, Investigator (202-205-3174, Nathanael.Comly@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

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

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

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of HEDP since January 1, 2005.

*(check as many as appropriate)*      *(please describe)*<sup>1</sup>

plant/warehouse openings ..... \_\_\_\_\_  
 \_\_\_\_\_

plant/warehouse closings..... \_\_\_\_\_  
 \_\_\_\_\_

relocations ..... \_\_\_\_\_  
 \_\_\_\_\_

expansions ..... \_\_\_\_\_  
 \_\_\_\_\_

acquisitions..... \_\_\_\_\_  
 \_\_\_\_\_

consolidations..... \_\_\_\_\_  
 \_\_\_\_\_

prolonged shutdowns or  
 importation curtailments..... \_\_\_\_\_  
 \_\_\_\_\_

other..... \_\_\_\_\_  
 \_\_\_\_\_

<sup>1</sup> Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings, or other internal documentation that address this issue.

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

II-3. **Import arrangements.**--Has your firm imported or arranged for the importation of HEDP from China and/or India for delivery after September 30, 2008?

No             Yes--Indicate when such orders are to be delivered and the quantities involved (in *1,000 pounds*).

<u>Period/Source</u>	<u>Oct.-Dec. 2008</u>	<u>Jan.-Mar. 2009</u>	<u>Apr.-June 2009</u>	<u>July-Sept. 2009</u>
China	_____	_____	_____	_____
India	_____	_____	_____	_____
United Kingdom	_____	_____	_____	_____
Other sources	_____	_____	_____	_____

II-4. **Reason(s) for importing.**--If your firm also produces HEDP in the United States, please indicate your reasons for importing this product. If your reasons differ by source or product, please elaborate.

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

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

**China**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to compounders ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> 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 2005, 2006, 2007, January-September 2007, and January-September 2008 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

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

**India**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to compounders ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> 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 2005, 2006, 2007, January-September 2007, and January-September 2008 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					



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

II-5c. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of HEDP imported from the United Kingdom by your firm during the specified periods. (See definitions in the instruction booklet.)

**United Kingdom**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to compounders ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> 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 2005, 2006, 2007, January-September 2007, and January-September 2008 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5d. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of HEDP imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to compounders ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the sources and foreign producers, if known: <hr/> <hr/>					
<sup>2</sup> 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 2005, 2006, 2007, January-September 2007, and January-September 2008 below: <hr/> <hr/>					
<sup>3</sup> Identify your principal export markets: _____ <sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6. **Non-HEDP imports.**--Did your firm import products other than HEDP under HTS statistical reporting number 2931.00.9043 during the specified periods?

No                       Yes--Please report the volumes below.

Quantity (in 1,000 pounds)					
Country	Calendar years			January-September	
	2005	2006	2007	2007	2008
China					
India					
United Kingdom					
Other sources					
Note.--Please identify the products <u>other than</u> HEDP reported above:					
_____					
_____					
_____					
_____					

II-7. **Alternative HTS imports.**--Did your firm import HEDP under HTS statistical reporting numbers other than 2931.00.9043 during the specified periods?

No                       Yes--Please report the volumes below.

Quantity of HEDP (in 1,000 pounds)						
Country	HTS statistical reporting number	Calendar years			January-September	
		2005	2006	2007	2007	2008
China						
India						
United Kingdom						
Other sources						

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

II-8a. **Geographical shipments.**--Based on the quantity of your firm's U.S. shipments in 2007 as reported in response to questions II-5a, II-5b, II-5c, and II-5d above, please report the shares of your U.S. shipments of imported HEDP shipped to sources with the ultimate delivery destination in the geographic markets listed below.

**Share of U.S. shipments in 2007 of imports from--  
(in percent)**

<u>China subject</u>	<u>India subject</u>	<u>United Kingdom non-subject</u>	<u>All other sources</u>	<u>Geographic area</u>
_____	_____	_____	_____	<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.
_____	_____	_____	_____	<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.
_____	_____	_____	_____	<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.
_____	_____	_____	_____	<b>Central Southwest.</b> --AR, LA, OK, and TX.
_____	_____	_____	_____	<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.
_____	_____	_____	_____	<b>Pacific Coast.</b> --CA, OR, and WA.
_____	_____	_____	_____	<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, and VI.
<b>Total = 100%</b>	<b>Total = 100%</b>	<b>Total = 100%</b>	<b>Total = 100%</b>	

Note.--These shares should be calculated from all reported U.S. shipments in 2007 from questions II-5a (China-subject), II-5b (India-subject), II-5c (United Kingdom-nonsubject), and II-5d (All other sources).

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

II-8b. **Geographical export shipments.**--Based on the quantity of your firm's export shipments in 2007 as reported in response to questions II-5a, II-5b, II-5c, and II-5d above, please report the shares of imported HEDP shipped to the geographic markets listed below.

**Share of export shipments in 2007 of imports from--  
(in percent)**

<u>China subject</u>	<u>India subject</u>	<u>United Kingdom non-subject</u>	<u>All other sources</u>	<u>Geographic area</u>
_____	_____	_____	_____	<b>NAFTA (re)export markets (i.e., Canada and Mexico)</b>
_____	_____	_____	_____	<b>All other (re)export markets</b>
<b>Total = 100%</b>	<b>Total = 100%</b>	<b>Total = 100%</b>	<b>Total = 100%</b>	

Note.--These shares should be calculated from all reported export shipments in 2007 from questions II-5a (China-subject), II-5b (India-subject), II-5c (United Kingdom-nonsubject), and II-5d (All other sources).

II-8c. **Geographic limitations.**--Referring to the geographic areas identified in questions II-8a and II-8b above, please indicate whether there have been any geographic areas in which your firm has attempted to sell its HEDP and could not or whether there are certain geographic areas in which your firm has attempted to expand its presence but could not, and describe the circumstances.

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

Further information on this part of the questionnaire can be obtained James Fetzer, Economist (202-708-5403, James.Fetzer@usitc.gov).

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

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from (a) China, (b) India, (c) the United Kingdom, and (d) all other sources during January 2005-September 2008:

**Product 1.**-- 60 percent nominal aqueous solution HEDP, including, but not limited to, Dequest® 2010 (Thermphos/Solutia), Briquest® ADPA-60A (Rhodia), Mayoquest® 1500 (Compass), Aquacid 105 EX (Aquapharm), XF-334 (Wujin Fine Chemical Factory), KW-100 (Kewei), and ZF111SG (Wujin Water Stabilizer Factory), sold in in truckload (or full container load) of drums (or totes) to distributors (resellers).

**Product 2.**-- 60 percent nominal aqueous solution HEDP, including, but not limited to, Dequest® 2010 (Thermphos/Solutia), Briquest® ADPA-60A (Rhodia), Mayoquest® 1500 (Compass), Aquacid 105 EX (Aquapharm), XF-334 (Wujin Fine Chemical Factory), KW-100 (Kewei), and ZF111SG (Wujin Water Stabilizer Factory), sold in bulk tanktruck (or isocontainer) to compounders (a.k.a. formulators).

**Product 3.**-- 60 percent nominal aqueous solution HEDP, including, but not limited to, Dequest® 2010 (Thermphos/Solutia), Briquest® ADPA-60A (Rhodia), Mayoquest® 1500 (Compass), Aquacid 105 EX (Aquapharm), XF-334 (Wujin Fine Chemical Factory), KW-100 (Kewei), and ZF111SG (Wujin Water Stabilizer Factory), sold in in truckload (or full container load) of drums (or totes) to compounders (a.k.a. formulators).

**Product 4.**-- 60 percent nominal aqueous solution HEDP, including, but not limited to, Dequest® 2010 (Thermphos/Solutia), Briquest® ADPA-60A (Rhodia), Mayoquest® 1500 (Compass), Aquacid 105 EX (Aquapharm), XF-334 (Wujin Fine Chemical Factory), KW-100 (Kewei), and ZF111SG (Wujin Water Stabilizer Factory), sold in LTL drums (or totes) to compounders (a.k.a. formulators).

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

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

III-2a. **Price data: CHINA.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**China**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2b. **Price data: INDIA.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from India and sold by your firm.

**India**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_



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

III-2c. **Price data: UNITED KINGDOM.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from the United Kingdom and sold by your firm.

**United Kingdom**

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

III-2d. **Price data: ALL OTHER COUNTRIES.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from all other sources and sold by your firm. Photocopy/replicate as many pages as you need and identify the country for which you are reporting in the space provided.

**Other (identify: \_\_\_\_\_ )**

<b>(Quantity in pounds, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
<b>Period of shipment</b>	<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

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

**If your answers differ according to country, please indicate in your response.**

III-3a. **Price setting.**--How does your firm determine the prices that it charges for sales of HEDP (*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 submit sample pages.

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

III-3b. **Import effects on domestically produced HEDP.**--If your firm has produced and imported HEDP since 2005, please describe the effect of your firm's use of imported HEDP on its pricing and sales of domestically produced HEDP, and vice-versa. Examples might include physical blending of products, cost averaging, etc.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. **Reverse auctions.**--Does your firm sell, or attempt to sell, its imported HEDP in reverse auctions?

- No       Yes--\_\_\_\_\_ percent of sales in 2007. Please describe how prices are determined in reverse auctions.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

\_\_\_\_\_

\_\_\_\_\_

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

**III-6. Pricing terms for HEDP.--**

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

**III-7. Contract versus spot.--**Approximately what share of your firm's sales of its imported HEDP in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<b>Type of sale</b>	<b>Share of sales (percent)</b>
Long term contracts	
Short term contracts	
Spot sales	
Total	100 %

**III-8. Long-term contract provisions.--**If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet or release provision?  Yes  No

**III-9. Short-term contract provisions.--**If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period?  Yes  No
- (c) Does the contract fix quantity, price, or both?  Quantity  Price  Both
- (d) Does the contract have a meet or release provision?  Yes  Not

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

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

Source	Share of sales 2007	Lead time
From inventory	percent	days
Produced to order	percent	days
Total	100 percent	days

III-11. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of HEDP 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     Purchaser
- (c) What proportion of your sales occur within:  
100 miles of your storage or importation facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-12. **End uses.**--Describe the end uses of the HEDP that you import from China and/or India. For each end-use product, what percentage of the total cost is accounted for by HEDP?

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

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

III-13. **Substitutes.**--Please list in order of importance any products that may be substituted for HEDP. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for HEDP, and to what degree, the length of any time lag of such an effect.

Substitute(s) for HEDP:	Description / end use	Have changes in the prices of this substitute affected the price for HEDP?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

III-14. **Demand trends.**--

How has demand for HEDP within the United States (and outside the United States if known) changed since January 1, 2005? What principal factors affected any changes in demand?

Within the United States

Increased       No Change       Decreased       Fluctuated

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Outside the United States

Increased       No Change       Decreased       Fluctuated

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

III-15. **Marketing changes.**--Have there been any significant changes in the product range or marketing of HEDP since January 1, 2005?

No             Yes--Please describe.

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III-16. **Internet sales.**--Does your firm sell HEDP over the internet?

No             Yes--Please describe, noting the estimated percentage of your firm's total sales of HEDP in 2007 accounted for by internet sales.

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

III-19. **Major customers.**--Please identify below the names and addresses of your firm's 10 largest customers for HEDP since 2005. 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 HEDP imported from China and/or India for which each of these customers accounted in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					