

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN POTASSIUM PHOSPHATE SALTS FROM CHINA

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

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning certain potassium phosphate salts from China (Inv. Nos. 701-TA-473 and 731-TA-1173 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ **State** _____ **Zip Code** _____

World Wide Web address _____

Has your firm imported certain potassium phosphate salts (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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

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

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. 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. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain potassium phosphate salts from China into the United States or which are engaged in exporting certain potassium phosphate salts from China to the United States?

☐ No ☐ Yes--List the following information

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

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

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

- I-6. Please indicate the nature of your firm's importing operations on certain potassium phosphate salts. 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. If your firm is an importer of record of certain potassium phosphate salts 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. Please indicate whether your firm enters certain potassium phosphate salts into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

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

☐ No ☐ Yes

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

☐ No ☐ Yes--Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, angela.newell@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact:

Name and title

() _____

Phone number

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of certain potassium phosphate salts since January 1, 2007?

☐ No

☐ Yes--Supply details as to the products involved (DKP, MKP, and/or TKPP), the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain potassium phosphate salts from China for delivery after December 31, 2010?

☐ No

☐ Yes--Indicate when such orders are to be delivered and the quantities involved.

DKP: _____

MKP: _____

TKPP: _____

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

PART II.—TRADE AND RELATED INFORMATION

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

DKP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January- June 2009	July- December 2009
	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 II.—TRADE AND RELATED INFORMATION--Continued

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

MKP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
				January- June 2009	July- December 2009
	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 II.—TRADE AND RELATED INFORMATION--Continued

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

TKPP FROM CHINA

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January- June 2009	July- December 2009
	2007				
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 II.—TRADE AND RELATED INFORMATION--Continued

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

DKP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June 2009	July-December 2009
	2007				
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ <u>Reconciliation of data.</u> --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 ALL OTHER SOURCES.**--Report your firm's imports and your firm's shipments and inventories of **MKP** imported from all other sources combined by your firm during the specified periods. (See definitions in the instruction booklet.)

MKP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June 2009	July-December 2009
	2007				
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? ☐ Yes ☐ No--Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION--Continued

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

TKPP FROM ALL OTHER SOURCES COMBINED

Quantity (in 1,000 lbs. dry weight), value (in \$1,000)					
Item	Calendar years			January-June 2009	July-December 2009
	2007				
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? ☐ Yes ☐ No--Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION--Continued

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

Product	China 2009		Other sources 2009	
	Quantity	Value	Quantity	Value
DKP ¹				
MKP ¹				
TKPP				

¹ Not subject to these investigations

II-8. **IMPORTS OF DKP, MKP, AND TKPP.**—Report your firm's imports of phosphate salt by grade/purity for calendar year 2009.

Phosphate salt	Grade/Purity	Share of phosphate salt grade/purity (<i>shares of quantity</i>)
DKP	Food grade	
	Technical grade	
	Other _____	
	Total	100.0
MKP	Food grade	
	Technical grade	
	Other _____	
	Total	100.0
TKPP	Food grade	
	Technical grade	
	Other _____	
	Total	100.0

PART II.—TRADE AND RELATED INFORMATION--Continued

II-9. **IMPORTS OF DKP, MKP, AND TKPP.**—Report your firm's imports of phosphate salt by end use for calendar year 2009.

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

PART III.—PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@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

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2007 of the following products you imported from China:

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

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

Product 3.—Monopotassium phosphate (MKP), anhydrous, food grade, whether granular or powder and regardless of packaging size

Product 4.—Monopotassium phosphate (MKP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

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

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

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

PART III.—PRICING AND MARKET FACTORS--Continued

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

China

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

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

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

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

Product 1: _____

Product 2: _____

Product 3: _____

PART III.—PRICING AND MARKET FACTORS--Continued**III-2. Price data (China).--Continued****China**

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

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

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

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

Product 4: _____

Product 5: _____

Product 6: _____

PART III.—PRICING AND MARKET FACTORS--Continued**III-3(a). Price data (Nonsubject countries).—Continued****Nonsubject Country #1: _____**

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

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

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

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

Product 4: _____

Product 5: _____

Product 6: _____

PART III.—PRICING AND MARKET FACTORS--Continued

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

Nonsubject Country #2: _____

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

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

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

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

Product 1: _____

Product 2: _____

Product 3: _____

PART III.—PRICING AND MARKET FACTORS--Continued**III-3(b). Price data (Nonsubject countries). —Continued****Nonsubject Country #2: _____**

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

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

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

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

Product 4: _____

Product 5: _____

Product 6: _____

PART III.—PRICING AND MARKET FACTORS

PLEASE NOTE:

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

III-4. **Price setting**-- How does your firm determine the prices that it charges for sales of certain potassium phosphate salts (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

☐ Transaction by transaction

☐ Contracts

☐ Set price lists

☐ Other--Please describe: _____

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

☐ Quantity discounts

☐ Annual total volume discounts

☐ No discount policy

☐ Other--Please describe: _____

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

(a) What are your firm's typical sales terms for its imported certain potassium phosphate salts (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of imported certain potassium phosphate salts usually quoted? (check one)

☐ F.o.b.--Please specify point: _____

☐ Delivered

PART III.—PRICING AND MARKET FACTORS--Continued

- III-7. **Contract versus spot.**--Approximately what share of your firm's sales of its imported certain potassium phosphate salts 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	_____

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

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

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

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

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

<u>Source</u>	<u>Share of sales, 2009</u>	<u>Lead time</u>
From your firm's inventory	_____	_____
From foreign manufacturers' inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

PART III.—PRICING AND MARKET FACTORS--Continued

III-11. Shipping information--

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

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

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

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

DKP:

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

MKP:

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

PART III.—PRICING AND MARKET FACTORS--Continued

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

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

III-14. **Changes in end uses.**--Have there been any changes in the end uses of certain potassium phosphate salts since January 1, 2007?

DKP: ☐ No ☐ Yes--Please describe.

MKP: ☐ No ☐ Yes--Please describe.

TKPP: ☐ No ☐ Yes--Please describe.

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

DKP: ☐ No ☐ Yes

MKP: ☐ No ☐ Yes

TKPP: ☐ No ☐ Yes

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

III-16 How has the demand for fertilizer changed since January 1, 2007?

☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

PART III.—PRICING AND MARKET FACTORS--Continued

III-17. **Substitutes.**—

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

DKP: ☐ No ☐ Yes

MKP: ☐ No ☐ Yes

TKPP: ☐ No ☐ Yes

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

DKP: _____

MKP: _____

TKPP: _____

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

DKP: ☐ No ☐ Yes

MKP: ☐ No ☐ Yes

TKPP: ☐ No ☐ Yes

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

DKP: _____

MKP: _____

TKPP: _____

PART III.—PRICING AND MARKET FACTORS--Continued

III-18. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for certain potassium phosphate salts since January 1, 2007?

DKP: ☐ No ☐ Yes--Please explain.

MKP: ☐ No ☐ Yes--Please explain.

TKPP: ☐ No ☐ Yes--Please explain.

III-19. **Substitutability of anhydrous and solution form.**—

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

DKP: ☐ Always ☐ Frequently ☐ Sometimes ☐ Rarely ☐ Never

MKP: ☐ Always ☐ Frequently ☐ Sometimes ☐ Rarely ☐ Never

TKPP: ☐ Always ☐ Frequently ☐ Sometimes ☐ Rarely ☐ Never

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

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

PART III.—PRICING AND MARKET FACTORS--Continued

III-19. Substitutability of anhydrous and solution form.-- (cont.)

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

III-20. Demand trends.--

- (a) How has the demand within the United States for certain potassium phosphate salts changed since January 1, 2007? What principal factors affect changes in demand for each of the products?

DKP: ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

MKP: ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

TKPP: ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

- (b) How has the demand outside the United States (if known) for certain potassium phosphate salts changed since January 1, 2007? What principal factors affect changes in demand?

DKP: ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

MKP: ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

TKPP: ☐ Increased ☐ No Change ☐ Decreased ☐ Fluctuated

PART III.—PRICING AND MARKET FACTORS--Continued

III-21. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce certain potassium phosphate salts and what future trends your firm expects.

III-22. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of imported certain potassium phosphate salts in the U.S. market since 2007?

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

III-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain potassium phosphate salts since January 1, 2007?

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

DKP:

MKP:

TKPP:

PART III.—PRICING AND MARKET FACTORS--Continued

III-24. Has your firm refused, declined, or been unable to supply DKP, MKP, or TKPP since January 1, 2007? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.).

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

DKP: _____

MKP: _____

TKPP: _____

III-25. **Business cycles**--

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

☐ No (skip to question III-27) ☐ Yes-- Please describe below, referencing which salt(s) in your answer and then continue to part (b).

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

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

PART III.—PRICING AND MARKET FACTORS--Continued

- III-26. **Interchangeability.**--Are certain potassium phosphate salts produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.¹

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

PART III.—PRICING AND MARKET FACTORS--Continued

- III-27. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain potassium phosphate salts produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

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

PART III.—PRICING AND MARKET FACTORS--Continued

III-28. **Purchaser Identification.**--Please identify below the names and addresses of your firm's 5 largest customers for each of the specified potassium phosphate salts since 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain potassium phosphate salts from China that each of these customers accounted for in 2009.

DKP:

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

MKP:

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

PART III.—PRICING AND MARKET FACTORS--Continued

III-28. **Purchaser Identification (cont.)**

TKPP:

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