

U.S. PRODUCERS' AND FORMULATORS' QUESTIONNAIRE

GLPHOSATE FROM CHINA

This questionnaire must be received by the Commission by no later than April 15, 2010

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning glyphosate from China (Inv. No. 731-TA-1178 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or formulated glyphosate (as defined in the instruction booklet) at any time since January 1, 2007?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> 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)</p>

CERTIFICATION

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

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

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

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

I-3. **Petition support**--Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

I-5. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing glyphosate from China into the United States or which are engaged in exporting glyphosate from China to the United States?

No Yes--List the following information

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

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

No Yes--List the following information

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

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

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings	_____ _____
<input type="checkbox"/> plant closings.....	_____ _____
<input type="checkbox"/> relocations	_____ _____
<input type="checkbox"/> expansions	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or production curtailments	_____ _____
<input type="checkbox"/> revised labor agreements	_____ _____
<input type="checkbox"/> other (e.g., technology)	_____ _____

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

II-3. **Production and formulation.**--Has your firm at any time,

Produced glyphosate (in the "technical" acid, wet cake, or salt form)?

No Yes

Formulated glyphosate?

No Yes

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

Item	Calendar years		
	2007	2008	2009
Production of:			
Glyphosate "technical" acid (in 1,000 pounds)			
Glyphosate wet cake (in 1,000 pounds)			
Glyphosate salt (in 1,000 pounds)			
Formulated glyphosate (in gallons)			
Other _____			

II-4. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of glyphosate and/or using the same production and related workers employed to produce glyphosate?

No Yes--List the following information and report your firm's combined production capacity and production of these products and glyphosate in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

(Quantity in 1,000 pounds)			
Item	Calendar years		
	2007	2008	2009
Overall Production Capacity			
Production of: Glyphosate			
Other product(s) _____			
Other product(s) _____			

II-5. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-6. **Production method.** --Please indicate which method of production your firm uses to produce glyphosate.

<u>Process</u>	<u>Share of sales</u>
Glycine process _____	_____
IDA process _____	_____
Other: _____	_____

II-7. **Tolling.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of glyphosate?

No Yes--Name firm(s): _____.

II-8. **Foreign trade zone.**--Does your firm produce glyphosate in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-9. **Importer.**--Since January 1, 2007, has your firm imported glyphosate?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-10a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **glyphosate on a 95 percent acid equivalent basis** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantities in 1,000 pounds glyphosate on a 95 percent acid equivalent basis, value in \$1,000			
Item	Calendar years		
	2007	2008	2009
Average production capacity¹ (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>			
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: <hr/>			
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 production, 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-10b. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **formulated glyphosate** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantities in 1,000 gallons of formulated glyphosate, value in \$1,000			
Item	Calendar years		
	2007	2008	2009
Average production capacity ¹ (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of 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)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
¹ The production capacity (see definitions in instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>			
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: <hr/>			
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 production, 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-11. **Related firms.**--If you reported transfers to related firms in questions II-10a and II-10b, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased glyphosate since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Calendar years		
	2007	2008	2009
PURCHASES FROM U.S. IMPORTERS² OF GLYPHOSATE FROM--			
China:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175, John.Ascienzo@usitc.gov).

III-1. **Contact information (financial).**--Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. **Accounting system.**--Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include glyphosate and/or formulated glyphosate:

2. Does your firm prepare profit/loss statements for its glyphosate and/or formulated glyphosate operations:
 Yes No
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes glyphosate and/or formulated glyphosate as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

PART III.--FINANCIAL INFORMATION--Continued

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced glyphosate and/or formulated glyphosate, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-6. **Inputs from related firms.** -- Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of glyphosate and/or formulated glyphosate from any related firm?

Yes—Continue to question III-7 below. No--Continue to question III-10 below.

III-7. **Inputs from related firms.**--With respect to the related companies identified in response to question III-6 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-8 below. No--Continue to question III-10 below.

III-8. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of glyphosate and/or formulated glyphosate that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in questions III-11 and III-12 (i.e., costs reported in questions III-11 and III-12, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact John Ascienzo (202-205-3175, John.Ascienzo@usitc.gov).

III-10. **Nonrecurring charges.**--For each annual period that financial results are reported in questions III-11 and III-12, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from questions III-11 and III-12, and where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's glyphosate and/or formulated glyphosate operations.

Item	Fiscal years ended--		
	2007	2008	2009
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in questions III-11 and III-12.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on glyphosate (95 percent acid equivalent basis).**--Report the revenue and related cost information requested below on glyphosate produced in your U.S. establishment(s). If your firm is engaged in formulating glyphosate, report the revenue and related cost information for that operation in question III-12. Include both domestic and export sales of the glyphosate you produced, but do not report resales of purchased glyphosate. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

Quantities in 1,000 pounds of 95 percent acid equivalent basis, value in \$1,000			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS):²			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Operating income (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Less discounts, returns, allowances, and prepaid freight. The quantities and values should be the same as the shipment quantities and values reported in Part II of this questionnaire if your firm has fiscal year ending December 31, and should correspond to them if your firm has a fiscal year ending any other date. ² COGS should include costs associated with commercial sales, internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Operations on formulated glyphosate.**--Report the revenue and related cost information requested below on the glyphosate formulation operations of your U.S. establishment(s). If your firm is engaged in producing glyphosate, report the revenue and related cost information for that operation in question III-11. Include both domestic and export sales of formulated glyphosate, but do not report resales of purchased formulated glyphosate. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations, (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

Quantities in 1,000 gallons of formulated glyphosate, value in \$1,000			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:¹			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS):²			
Raw materials:			
Domestic glyphosate			
Imported glyphosate			
Other domestic raw materials			
Other imported raw materials			
Total raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Operating income (loss)			
Depreciation/amortization included above			
¹ Less discounts, returns, allowances, and prepaid freight. The quantities and values should be the same as the shipment quantities and values reported in Part II of this questionnaire if your firm has fiscal year ending December 31, and should correspond to them if your firm has fiscal year ending any other date.			
² COGS should include costs associated with commercial sales, internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-13. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of glyphosate and formulated glyphosate. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of glyphosate and/or formulated glyphosate:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. Other (describe: _____)			
E. Total current assets (lines 1.A. through 1.D.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other (describe: _____)			
4. Total assets (lines 1.E., 2.C., and 3)			

III-14. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on glyphosate and formulated glyphosate. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenses			

PART III.--FINANCIAL INFORMATION--Continued

III-15. **Effects of inputs.**--Since January 1, 2007, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of glyphosate and/or formulated glyphosate from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-16. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of glyphosate and/or formulated glyphosate from China?

PART IV.--PRICING AND RELATED INFORMATION

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

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

Company contact:

()

PRICE DATA

IV-2. (a) **Does your firm produce glyphosate (in the “technical” acid, wet cake, or salt form)?**

No Yes

If **yes**, please fill out section **IV-3**. This section requests quarterly quantity and value data for your commercial shipments to unrelated U.S. customers during January 2007–December 2009 of the products shown on the following page produced by your firm. Please report the value data on both an f.o.b. basis and a delivered basis:

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

(b) **Does your firm formulate glyphosate?**

No Yes

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

Section IV-3 requests quarterly quantity and value data for your commercial shipments of your FORMULATED PRODUCT (pricing product 3 on the following page) to unrelated U.S. customers during January 2007–December 2009. Please report the value data on both an f.o.b. basis and a delivered basis:

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

Section IV-4(a) requests data on your purchases of UNFORMULATED PRODUCT (pricing products 1 and 2 on the following page) from U.S. producers.

Section IV-4(b) requests data on your imports of UNFORMULATED PRODUCT (pricing products 1 and 2 on the following page) from China. Please report these values on a delivered basis, (net of returns, discounts, allowances, and rebates), including all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

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

PRICE DATA

IV-2.—*continued.*

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

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

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

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

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

IV-3. SALES of glyphosate

Pricing data.--Report below the quarterly price data for pricing products¹ produced and sold by your firm.

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

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

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

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

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

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-4. (a) **PURCHASES of unformulated glyphosate from U.S. PRODUCERS**

Pricing data.— Report below the quarterly price data for pricing products¹ purchased by your firm from U.S. producers.

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Delivered Value ²	Quantity	Delivered Value ²
2007:				
Jan-March				
April-June				
July-Sept				
Oct-Dec				
2008:				
Jan-March				
April-June				
July-Sept				
Oct-Dec				
2009:				
Jan-March				
April-June				
July-Sept				
Oct-Dec				

¹ Pricing product definitions are provided on the second page of Part IV.
² Net delivered values should be net of returns, discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, and rebates, but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

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

Product 1: _____

Product 2: _____

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

IV-4. (b) **IMPORTS of unformulated glyphosate IMPORTED from CHINA**

Pricing data.— Report below the quarterly price data for pricing products¹ imported by your firm from China.

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Delivered Value ²	Quantity	Delivered Value ²
2007:				
Jan-March				
April-June				
July-Sept				
Oct-Dec				
2008:				
Jan-March				
April-June				
July-Sept				
Oct-Dec				
2009:				
Jan-March				
April-June				
July-Sept				
Oct-Dec				

¹ Pricing product definitions are provided on the second page of Part IV.
² Net delivered values should be net of returns, discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, and rebates, but should include all ocean freight costs and U.S.-inland freight costs for delivery to your facility.

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

Product 1: _____

Product 2: _____

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

IV-5. **Price setting.**-- How does your firm determine the prices that it charges for sales of glyphosate (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction
- Contracts
- Set price lists
- Internet sales
- Other--Please describe: _____

IV-6. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

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

IV-7. **Pricing terms for glyphosate.**--

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

IV-8. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced glyphosate in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

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

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? 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

IV-10. **Short-term contract provisions.**--If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? 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

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

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

IV-12. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of glyphosate that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
Your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-13. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of glyphosate? (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.	

IV-14. **End uses.**--Describe the end uses of the glyphosate that you manufacture. For each end-use product, what percentage of the total cost is accounted for by glyphosate?

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

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

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

Substitute	Application	Have changes in the prices of this substitute affected the price for glyphosate?
1.		<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/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

IV-16. **Demand trends.**--

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

- Increased
 No Change
 Decreased
 Fluctuated

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

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

- Increased No Change Decreased Fluctuated

IV-17. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of glyphosate since 2007?

- No Yes--Please describe and quantify if possible.

IV-18. **Business cycles.**--

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

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

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

- No Yes-- Please describe.

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

IV-19. **Supply constraints.**--Has your firm refused, declined, or been unable to supply glyphosate since January 1, 2007 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

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

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

IV-23. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for glyphosate during 2007-2009. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of glyphosate that each of these customers accounted for in 2009.

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

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

IV-25. **COMPETITION FROM IMPORTS--LOST SALES.** -- **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition).

Since January 1, 2007: Did your firm lose sales of glyphosate to imports of these products from China?

No Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers, and e-mail address
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers, e-mail address	Product	Date of quote	Quantity (<i>thousand pounds</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Competing import price (total value— <i>dollars</i>)