

**IMPORTERS' QUESTIONNAIRE**  
**SODIUM METAL FROM FRANCE**

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

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning sodium metal from France (inv. No. 731-TA-1135 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<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 sodium metal (as defined in the instruction booklet) from any country at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page 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 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 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-8. Please indicate whether your firm enters sodium metal 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 sodium metal 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. \_\_\_\_\_

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**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](mailto: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. Please indicate whether your firm has experienced any of the following changes in relation to the importation of sodium metal since January 1, 2005.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant/warehouse openings .....	_____
	_____
<input type="checkbox"/> plant/warehouse closings.....	_____
	_____
<input type="checkbox"/> relocations .....	_____
	_____
<input type="checkbox"/> expansions .....	_____
	_____
<input type="checkbox"/> acquisitions.....	_____
	_____
<input type="checkbox"/> consolidations.....	_____
	_____
<input type="checkbox"/> prolonged shutdowns or importation curtailments .....	_____
	_____
<input type="checkbox"/> other.....	_____
	_____

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

II-3. Has your firm imported or arranged for the importation of sodium metal from France for delivery after June 31, 2008?

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

Item	April-June 2008	July-September 2008	October-December 2008	January-June 2009
Quantity (1,000 pounds)				

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

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II-5 Please provide complete technical specifications and sample certifications for each of the grades of sodium metal your firm imported. Please also state when your company imported each grade. If there have been any changes to the specifications for the grade(s) over time, please provide the date of the change(s) in specifications, and how the specification(s) changed.

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

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

**FRANCE**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<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> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_

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<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-June 2007, and January-June 2008 below: \_\_\_\_\_

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<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **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?

Yes     No--Please explain: \_\_\_\_\_

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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of sodium metal 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), value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<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> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_

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<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-June 2007, and January-June 2008 below: \_\_\_\_\_

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<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> 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?

Yes       No--Please explain: \_\_\_\_\_



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

II-8. Report your firm's U.S. shipments of imports by type. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2005	2006	2007	2007	2008
<b>Imports from France:</b>					
<b>S+ grade:</b>					
Quantity					
Value					
<b>Sopure grade:</b>					
Quantity					
Value					
<b>Refined grade:</b>					
Quantity					
Value					
<b>Extra Refined grade:</b>					
Quantity					
Value					
<b>Other: <sup>1</sup></b>					
Quantity					
Value					
<b>Total:</b>					
Quantity					
Value					
<b>All other imports:</b>					
<b>With a Ca content of more than 400 ppm:</b>					
Quantity					
Value					
<b>With a Ca content of between 200-400 ppm:</b>					
Quantity					
Value					
<b>With a Ca content of less than 200ppm:</b>					
Quantity					
Value					
<b>Other: <sup>2</sup></b>					
Quantity					
Value					
<b>Total:</b>					
Quantity					
Value					

<sup>1</sup>: Identify your firm's "other" grades or forms of sodium metal \_\_\_\_\_.

<sup>2</sup>: Identify your firm's "other" grades or forms of sodium metal \_\_\_\_\_.

Note.--Totals should reconcile with II-5 and II-6.

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

Further information on this part of the questionnaire can be obtained from Craig Thomsen, Economist (202-205-3226 or e-mail: [craig.thomsen@usitc.gov](mailto:craig.thomsen@usitc.gov)).

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

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**Section III-A.--PRICE DATA**

This section requests total quarterly selling quantity and value data concerning your firm's U.S. commercial shipments to U.S. customers *unrelated to your firm* of its imported sodium metal from **France** during January 2005-June 2008. Report the requested pricing data for the following products shipped to U.S. customers during this period:

*(1) Bulk sodium metal shipped by iso-container, rail tank cars, and/or tank trucks:*

***Product 1.***—Sodium metal (Na) in **bulk form** with maximum calcium (Ca) levels equal to, or less than 400 ppm, and shipped by iso-containers, rail tank cars, and/or tank trucks. This pricing product refers to MSSA's Technical (S+) grade.

***Product 2.***—Sodium metal (Na) in **bulk form** with maximum calcium (Ca) levels equal to, or less than 200 ppm, subject to secondary filtration, and shipped by iso-containers, rail tank cars, and/or tank trucks. This pricing product refers to MSSA's Sopure grade.

***Product 3.***—Sodium metal (Na) in **bulk form** with maximum calcium (Ca) levels equal to, or less than, 10 ppm, and shipped by iso-containers, rail tank cars, and/or tank trucks. This pricing product refers to MSSA's Refined grade.

*(2) Bulk sodium metal shipped by pipeline:*

***Product 4.***—Sodium metal (Na) in **bulk form** with maximum calcium (Ca) levels equal to, or less than 400 ppm, and shipped by **pipeline**. This pricing product refers only to MSSA's Technical (S+) grade.

***Product 5.***—Sodium metal (Na) in **bulk form** with maximum calcium (Ca) levels equal to, or less than 200 ppm, subject to secondary filtration, and shipped by **pipeline**. This pricing product refers to and MSSA's Sopure grade.

***Product 6.***—Sodium metal (Na) in **bulk form** with maximum calcium (Ca) levels equal to, or less than 10 ppm, and shipped by **pipeline**. This pricing product refers to MSSA's Refined grade.



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

**Section III-A.--PRICE DATA—Continued**

*1) Report the requested price data for your firm's shipments of imported **Product 1** from France, shipped by iso-container, rail tank cars, and/or tank trucks to **ALL U.S. customers** unrelated to your firm and to your **single-largest** customer.*

**ALL CUSTOMERS**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

**LARGEST CUSTOMER DURING 2007**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

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

**Section III-A.--PRICE DATA--Continued**

1) Report the requested price data for your firm's shipments of imported **Product 1** from France, shipped by iso-container, rail tank cars, and/or tank trucks to **your second- through eighth-largest U.S. customers unrelated to your firm, based on 2007 shipments.**

**SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007**

*(Quantity in pounds, value in dollars)*

Period of shipment	Quantity	Delivered value <sup>1</sup>	F.o.b. U.S. point(s) of shipment value <sup>2</sup>
<b>Second-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Third-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fourth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fifth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Sixth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Seventh-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Eighth-Largest Customer:</b> _____			
2005			
2006			
2007			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

Additional Notes: \_\_\_\_\_

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

**Section III-A.--PRICE DATA—Continued**

2) Report the requested price data for your firm's shipments of imported **Product 2** from France, shipped by iso-container, rail tank cars, and/or tank trucks to **ALL U.S. customers** unrelated to your firm and to your **single-largest** customer.

**ALL CUSTOMERS**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

**LARGEST CUSTOMER DURING 2007**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

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

**Section III-A.--PRICE DATA--Continued**

2) Report the requested price data for your firm's shipments of imported **Product 2** from France, shipped by iso-container, rail tank cars, and/or tank trucks to **your second- through eighth-largest U.S. customers unrelated to your firm, based on 2007 shipments.**

**SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007**

*(Quantity in pounds, value in dollars)*

Period of shipment	Quantity	Delivered value <sup>1</sup>	F.o.b. U.S. point(s) of shipment value <sup>2</sup>
<b>Second-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Third-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fourth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fifth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Sixth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Seventh-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Eighth-Largest Customer:</b> _____			
2005			
2006			
2007			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

Additional Notes: \_\_\_\_\_

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

**Section III-A.--PRICE DATA—Continued**

3) Report the requested price data for your firm's shipments of imported **Product 3** from France, shipped by iso-container, rail tank cars, and/or tank trucks to **ALL U.S. customers** unrelated to your firm and to your **single-largest** customer.

**ALL CUSTOMERS**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

**LARGEST CUSTOMER DURING 2007**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.



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

**Section III-A.--PRICE DATA--Continued**

3) Report the requested price data for your firm's shipments of imported **Product 3** from France, shipped by iso-container, rail tank cars, and/or tank trucks to **your second- through eighth-largest U.S. customers unrelated to your firm, based on 2007 shipments.**

**SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007**

*(Quantity in pounds, value in dollars)*

Period of shipment	Quantity	Delivered value <sup>1</sup>	F.o.b. U.S. point(s) of shipment value <sup>2</sup>
<b>Second-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Third-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fourth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fifth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Sixth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Seventh-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Eighth-Largest Customer:</b> _____			
2005			
2006			
2007			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

Additional Notes: \_\_\_\_\_

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

**Section III-A.--PRICE DATA—Continued**

4) Report the requested price data for your firm's shipments of imported **Product 4** from France, shipped by pipeline to **ALL U.S. customers** unrelated to your firm and to your **single-largest** customer.

**ALL CUSTOMERS**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

**LARGEST CUSTOMER DURING 2007**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers .

<sup>2</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.

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

**Section III-A.--PRICE DATA--Continued**

4) Report the requested price data for your firm's shipments of imported **Product 4** from France shipped by pipeline to your **second- through eighth-largest U.S. customers** unrelated to your firm, based on 2007 shipments.

**SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007**

*(Quantity in pounds, value in dollars)*

Period of shipment	Quantity	Delivered value <sup>1</sup>	F.o.b. U.S. point(s) of shipment value <sup>2</sup>
<b>Second-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Third-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fourth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fifth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Sixth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Seventh-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Eighth-Largest Customer:</b> _____			
2005			
2006			
2007			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

Additional Notes: \_\_\_\_\_

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

**Section III-A.--PRICE DATA—Continued**

5) Report the requested price data for your firm's shipments of imported **Product 5** from France, shipped by pipeline to **ALL U.S. customers** unrelated to your firm and to your **single-largest** customer.

**ALL CUSTOMERS**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

**LARGEST CUSTOMER DURING 2007**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

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

**Section III-A.--PRICE DATA--Continued**

5) Report the requested price data for your firm's shipments of imported **Product 5** from France shipped by pipeline to your **second- through eighth-largest U.S. customers** unrelated to your firm, based on 2007 shipments.

**SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007**

*(Quantity in pounds, value in dollars)*

Period of shipment	Quantity	Delivered value <sup>1</sup>	F.o.b. U.S. point(s) of shipment value <sup>2</sup>
<b>Second-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Third-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fourth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fifth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Sixth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Seventh-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Eighth-Largest Customer:</b> _____			
2005			
2006			
2007			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

Additional Notes: \_\_\_\_\_

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

**Section III-A.--PRICE DATA—Continued**

6) Report the requested price data for your firm's shipments of imported **Product 6** from France, shipped by pipeline to **ALL U.S. customers** unrelated to your firm and to your **single-largest** customer.

**ALL CUSTOMERS**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

**LARGEST CUSTOMER DURING 2007**

<b>(Quantity in pounds, value in dollars)</b>			
<b>Period of shipment</b>	<b>Quantity</b>	<b>Delivered value<sup>1</sup></b>	<b>F.o.b. U.S. point(s) of shipment value<sup>2</sup></b>
<b>2005</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2006</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2007</b>			
Jan-Mar			
Apr-June			
July-Sept			
Oct-Dec			
<b>2008</b>			
Jan-Mar			
Apr-June			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

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

**Section III-A.--PRICE DATA--Continued**

6) Report the requested price data for your firm's shipments of imported **Product 6** from France shipped by pipeline to your **second- through eighth-largest U.S. customers** unrelated to your firm, based on 2007 shipments.

**SECOND-THROUGH-EIGHTH LARGEST CUSTOMERS DURING 2007**

*(Quantity in pounds, value in dollars)*

Period of shipment	Quantity	Delivered value <sup>1</sup>	F.o.b. U.S. point(s) of shipment value <sup>2</sup>
<b>Second-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Third-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fourth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Fifth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Sixth-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Seventh-Largest Customer:</b> _____			
2005			
2006			
2007			
<b>Eighth-Largest Customer:</b> _____			
2005			
2006			
2007			

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your customers.

<sup>2</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.

Additional Notes: \_\_\_\_\_

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

**Section III-A.--PRICE DATA--Continued**

III-A-1. If your firm uses/issues price lists for its imported sodium metal from France, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer (e.g., distributor, end user, type of end user, etc.).

III-A-2. a) Please indicate when your firm began selling in the U.S. market its imported Sopure grade of sodium metal from France, explain the reasons for introducing this product, and the timing of its introduction in the U.S. market.

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b) Since January 2005, have any of your firm's U.S. customers requested a sodium metal product lower in calcium than your firm's imported technical grade product from France?

- No       Yes--Please identify each such customer, the approximate dates when such requests were made, the downstream products that they produced with the sodium metal, and the reason(s) for such requests.

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c) Please identify and discuss the threshold concentration at which calcium will not precipitate out.

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

**Section III-A.--PRICE DATA--Continued**

III-A-3. Please specify any price premium your firm expected to receive for its imported Sopure grade of sodium metal from France vis-à-vis its subject imported technical grade during January 2005-June 2008, and identify the reason(s) for any such expected price premium. Discuss separately cost factors and demand factors (the latter including reasons why U.S. customers would be willing or unwilling to pay a price premium for the Sopure grade of sodium metal).

*Expected premium:* \_\_\_\_\_

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*Cost factors:* \_\_\_\_\_

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*Demand factors:* \_\_\_\_\_

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

**Section III-A.--PRICE DATA--Continued**

III-A-4. Have any changes to U.S. national/state/local security, environmental, health, or safety regulations since January 2005 altered costs to your firm to import, ship, and/or store sodium metal in the United States?

No  Yes--Please describe any such changes and provide estimates of the associated costs. Have any such changes resulted in changes in your U.S. production of sodium metal or U.S. demand for sodium metal? Please explain.

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

**Section III-A.--PRICE DATA--Continued**

III-A-5. For contracts that were either (1) negotiated during January 2005-June 2008 for deliveries occurring in 2005-2009, or (2) negotiated prior to January 2005 if the contract delivery period extended into 2005-2009, please describe the following stipulations of the contract. *Please copy this pages as needed to report for more than a single long-term and/or short-term purchase contract/agreement. For each additional contract, manually copy and paste this page into new pages as necessary. (At the end of this page, insert a page break (Menu: Insert-Break-Page break); copy the contents of this page and paste in the new page. Repeat as necessary for your eight largest contracts.*

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

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

**Section III-B.--PRICE-RELATED QUESTIONS**

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales of its imported sodium metal from France to all U.S. customers and, where specified, from nonsubject countries, during January 2005-June 2008. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users), or by product specifications of the sodium metal that you imported from France and, where specified, from nonsubject countries, please explain in a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

III-B-1. Please estimate below the approximate shares of your firm's total U.S. commercial shipment quantity during 2007 of its imported sodium metal from **France** that were on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements.

<b>Type of Sale:</b>	<b>Share of 2007 U.S. commercial shipments (percent)</b>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____
Total	100.0%

III-B-2. Please discuss the following provisions of your firm's U.S. sales on a typical long-term basis that involved your imported sodium metal from France.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-3. Please discuss the following provisions of your firm's U.S. sales on a typical short-term basis that involved your imported sodium metal from France.
- (a) What is the average duration of a contract? \_\_\_\_\_
  - (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
  - (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
  - (d) Does the contract have a meet or release provision? \_\_\_\_\_
- III-B-4. Please identify and discuss below, for your firm's U.S. sales of its imported sodium metal from France during January 2005-June 2008, the factors considered by your firm and its process in negotiating/determining the prices that it charged for long-term and short-term sales of sodium metal to its U.S. customers (e.g., the role of quantity sold in arriving at prices, the role of any bid process, the use/role of price lists, use of follow-up price quotes, the role of sodium metal bundled with other products your firm supplies, etc.).
- Long-term: \_\_\_\_\_  
\_\_\_\_\_
- Short-term: \_\_\_\_\_  
\_\_\_\_\_
- III-B-5. Please explain how your firm established prices during January 2005-June 2008 for U.S. sales of its imported sodium metal from France on a spot basis.
- \_\_\_\_\_  
\_\_\_\_\_
- III-B-6. What were your firm's typical payment terms it offered on sales of its sodium metal imported from France and shipped to U.S. customers during January 2005-September 2008 (e.g., 2/10 net 30 days, net 30 days, etc.)?
- \_\_\_\_\_
- III-B-7. *Report below for your firm's U.S. shipments, during January 2005-June 2008, of its imported sodium metal from France.*
- a) On what basis did your firm typically quote prices to its U.S. customers: f.o.b. U.S. warehouse/port of entry \_\_\_\_\_ or delivered \_\_\_\_\_? (Check one)
  - b) If U.S. f.o.b., did your customers typically arrange the freight \_\_\_\_\_ or did your firm arrange the freight \_\_\_\_\_? (Check one)
  - c) If your firm arranged freight on its U.S. f.o.b. sales, did it typically prepay the freight \_\_\_\_\_ or send the products freight collect \_\_\_\_\_? (Check one)

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-8 Please describe your firm's discount policy (*check all that apply*).

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

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

III-B-9. *Report below for your firm's U.S. shipments, during January 2005-September 2008, of its imported sodium metal from France.*

a) What was the approximate percentage of the total delivered cost of your firm's subject imported sodium metal that was accounted for by U.S. inland transportation costs?  
\_\_\_\_\_ percent.

b) Who generally arranged the transportation to your customers' locations?

Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

c) What was the approximate percentage of your sales that occurred within 100 miles of your U.S. storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-10. What was(were) the geographic market area(s) in the United States served by your firm's U.S.-produced sodium metal during January 2005-June 2008?

- Northeast       Mid-Atlantic       Midwest       Southeast  
 Southwest       Rocky Mountains       West Coast       Northwest  
 National       Other (describe: \_\_\_\_\_)

Note any changes in your U.S. market area(s) since January 2005.

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

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. a) What was the average lead time (in days) between your firm's U.S. customers' orders and the date of delivery for your firm's 2007 U.S. commercial shipments of its imported sodium metal from France from (1) its U.S. inventory, and, if applicable, (2) directly from French production or inventory? Also report the percentage share of your firm's total 2007 U.S. shipment quantity that was from U.S. inventory and from French production/inventory.

<u>Source</u>	<u>Share of U.S. commercial shipment quantity (percent)</u>	<u>Lead time (days)</u>
From U.S. inventory	_____	_____
Direct from French production/inventory	_____	_____
Total	100 %	

b) Have the average lead times changed since January 2005?

- No       Yes—Please note dates of any changes and explain how and why lead times changed and the effect it had on your ability to compete with the U.S.-produced sodium metal (respond separately, as appropriate, for lead times from your firm's U.S. inventory and direct from French production/ inventory).

*U.S. Inventory:* \_\_\_\_\_

\_\_\_\_\_

*French production/inventory:* \_\_\_\_\_

\_\_\_\_\_

III-B-12. Does your firm sell its imported sodium metal from France in the U.S. market over the internet?

- No       Yes—Please describe below, noting the estimated share of your firm's total U.S. commercial shipment quantity in 2007 of its imported sodium metal from France that was accounted for by internet sales.

\_\_\_\_\_

\_\_\_\_\_

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-13. Have there been any significant changes in the product range or marketing of sodium metal in the United States since January 2005?

- No       Yes—Please describe below such changes, the time periods such changes occurred, and the impact such changes had on your firm's U.S. sales prices and quantities of its imported sodium metal from France.

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III-B-14. Based on your firm's sales of its imported sodium metal from France to its two largest U.S. customers during January 2005-June 2008, identify, to the extent possible, the principal downstream product that each customer produced with the sodium metal, and the percentage share of the total cost to produce the downstream product that is accounted for by sodium metal.

<u>Downstream product</u>	<u>Share of total cost accounted for by sodium metal (percent)</u>
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_____	_____
_____	_____

III-B-15. Was the sodium metal market in the United States subject to business cycles, product cycles, or conditions of competition distinctive to sodium metal during January 2005-June 2008?

- No       Yes—Please explain and provide estimates of the duration of any such cycle and identify any other factors affecting U.S. demand for sodium metal.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-16. a) Please explain if your firm's U.S. inventories of its imported sodium metal from France during January 2005-June 2008 were committed to customers by supply agreements, or other reasons that would have prevented your firm from using some or all of this inventory to increase shipments in the U.S. market within a 12-month period.

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b) Estimate the percentage share of the total quantity of your firm's 2007 U.S. end-of-period inventories of its imported sodium metal from France that could have been used to increase shipments in the U.S. market in a 12-month period in response to an increase in U.S. demand.

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III-B-17. How has the demand for sodium metal in the United States and outside the United States, if known, changed since January 1, 2005? What principal factors affected any changes in demand?

a) **United States:**

Increased    Unchanged    Decreased    Fluctuated

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b) **Outside the United States:** (Identify below the specific countries/areas, including France).

Increased    Unchanged    Decreased    Fluctuated

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III-B-18. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss sodium metal demand and supply in the (1) United States, (2) each of the major producing/consuming countries, including France, China, and other major countries, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 2005 to the present and forecasts for the future.

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

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

*Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-à-vis the price of the other product—some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.*

*Discuss substitution in demand in the U.S. market between sodium metal and alternative products in the following question.*

If none, please indicate.

None (skip to the next question)

III-B-19. a) Please list in descending order of importance the top two products that may substitute for sodium metal, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2005-September 2008, and identify the form and grade of sodium metal product for which each alternative product is the most probable substitute.

1. \_\_\_\_\_

2. \_\_\_\_\_

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other

1. \_\_\_\_\_

2. \_\_\_\_\_

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

1. \_\_\_\_\_

2. \_\_\_\_\_

d) Please list emergent new applications in the U.S. market for sodium metal.

1. \_\_\_\_\_

2. \_\_\_\_\_





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

**Section III-C.—CUSTOMER IDENTIFICATION**

Please identify below in descending order the names and addresses of ALL your firm's U.S. customers during January 2005-June 2008 for its imported sodium metal from France. Please also provide the percentage share of the quantity of your firm's total U.S. commercial shipments of its imported sodium metal from France that each of these customers accounted for in 2007. For any customers related to your firm, place an R by the name of each such customer.

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