

U.S. PURCHASERS' QUESTIONNAIRE

HEDP FROM CHINA AND INDIA

This questionnaire must be received by the Commission by no later than December 17, 2008

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigation concerning 1-Hydroxyethylidene-1,1-diphosphonic acid (HEDP) from China and India (Inv. Nos. 731-TA-1146-1147 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Fetzer, Economist (202-708-5403).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased HEDP (as defined in the instruction booklet) from <u>any</u> source at <u>any</u> time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission 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 submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

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

_____ <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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

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

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

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing HEDP from China and India into the United States or which are engaged in exporting HEDP from China and India to the United States?

No Yes--List the following information

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

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

No Yes--List the following information

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

PART II.--PURCHASES

II-1. Who should be contacted regarding the requested purchase information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of HEDP. Report based on delivery date, not order date.

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	Calendar year			January-September
	2005	2006	2007	2008
Purchases of HEDP produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
China:				
<i>Quantity</i>				
<i>Value</i>				
India:				
<i>Quantity</i>				
<i>Value</i>				
United Kingdom: ¹				
<i>Quantity</i>				
<i>Value</i>				
All other countries: ¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____ _____				

PART II.--PURCHASES--Continued

II-3. **Changes in sourcing.**--Referring to your firm's purchases HEDP from different sources (both domestic and foreign) as reported in question II-2 for the period 2005-07, and first three quarters in 2008, please indicate the trend of your purchases of HEDP from each of the sources identified (*i.e.*, whether they increased, decreased, remained constant, or fluctuated) and provide an explanation for that trend.

Source	Trend	Explanation for trend
Purchases of HEDP produced in--		
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
India	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
United Kingdom	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

II-4. **Sole sourcing.**--If your firm has purchased HEDP from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. **Firm type(s).**--Which of the following best describes your firm as a purchaser of HEDP (check all that apply, noting the specific end uses if known)?

- End user (_____)
- Compounder/formulator (_____)
- Distributor (_____)
- Other (_____)

III-3. **Distributor competition.**--

(a) If your firm is a distributor or reseller of HEDP, what are the major types of consumers to which you sell HEDP?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase HEDP?

III-4. **End uses.**--If your firm is an end user or compounder/formulator of HEDP, list in order of quantity of HEDP consumed, the top 3 products for which your firm purchases HEDP as a component part or input. Please indicate what percentage of the total cost is accounted for by HEDP (and NOTE: this percentage should not add to 100 percent).

Product you produce	Percent of cost accounted for by HEDP

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

III-5. Demand trends.--

(a) If your firm is an end user of HEDP, has the demand for your firm's final products incorporating HEDP changed since January 1, 2005?

- Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for HEDP?

III-6. Substitutes.--Please list in order of importance any products that may be substituted for HEDP. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for HEDP, and to what degree, the length of any time lag of such an effect.

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

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

III-7. **Knowledge of source.**--Are you aware whether the HEDP you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-8. **Knowledge of manufacturer.**--Do you know the manufacturer of the HEDP that you purchase?

- Always Usually Sometimes Never

III-9. **Buyers' knowledge of source.**--To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always Usually Sometimes Never

III-10. **Changes in purchasing patterns** Have you made significant changes in your purchasing patterns (e.g., frequency) since 2005?

- No Yes--Please describe.

III-11. **Number suppliers contacted.**--How many suppliers do you generally contact before making a purchase?

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

III-12. **Changes in specific suppliers.**--Have you changed suppliers since January 1, 2005?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

Supplier	Action	Explanation for action
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____ _____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____ _____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____ _____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____ _____
_____	<input type="checkbox"/> Added <input type="checkbox"/> Dropped	_____ _____

III-13. **New suppliers.**-- Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No Yes--Please identify the firms.

III-14. **Certification.**--Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the HEDP they sell to your firm?

- No Yes-- _____ percent of purchases in 2007 Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

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

III-15. **Standards.**--Do you require your suppliers to be certified with respect to National Sanitation Foundation standard 60?

- No Yes--_____ percent of purchases in 2007 Yes--All purchases

Please explain why NSF certification is necessary for your suppliers.

III-16. **Important factors for new suppliers.**--Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-17. **Failed certification/quality tests.**--Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their HEDP with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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

III-18. Purchasing factors--

(a) For the factors listed below, please rate each in terms of its importance in your purchase decision for HEDP.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NSF certification	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-18. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase HEDP for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, NSF certification, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-19. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of HEDP?

III-20. **Frequency of accepting lowest price.**--How often does your firm purchase the HEDP that is offered at the lowest price?

- Always Usually Sometimes Never

III-21. **Price leaders in market.**--Please list the names of any firms you considered price leaders in the HEDP market since 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-22. **Explanation on price leadership.**--Please describe how the above firm(s) exhibited price leadership.

III-23. **Internet sales.**--Does your firm purchase HEDP over the internet?

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

III-24. **Price determination.**--Please describe how your prices are determined for your firm's purchases of HEDP (reverse auctions, transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.).

III-25. **Reverse auctions.**--Does your firm participate in reverse auctions to purchase HEDP?

No Yes-- _____ percent of purchases in 2007

Please describe how prices are determined in reverse auctions.

PART IV.--PRODUCT COMPARISONS

IV-1. Who should be contacted regarding the requested information on product comparisons?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

IV-2. **Knowledge of sources.**--Please indicate the countries of origin for HEDP for which your firm has actual marketing/pricing knowledge.

- United States
- China
- India
- United Kingdom
- Other countries (Please specify: _____)

IV-3. **Interchangeability.**--Is HEDP produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	India	United Kingdom	Other countries
United States				
China				
India				
¹ For any country-pair producing HEDP which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____ _____ _____ _____ _____				

PART IV.--PRODUCT COMPARISONS--Continued

IV-4. **Specifying source.**--Do you or your customers ever specifically order HEDP from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why HEDP from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. **Differences in sources.**--Are certain grades/types/container sizes of HEDP available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-6. **Reason(s) for not purchasing lowest priced product.**--If you purchased HEDP from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--PRODUCT COMPARISONS--Continued

IV-7. **Factor comparisons.**--For the factors listed below, please rate how HEDP produced in each country you identified in your response to question IV-2 compares with HEDP produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source. Use the second page to compare HEDP produced in nonsubject countries with HEDP produced in subject countries (photocopy the page as necessary).

Factor	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>India</u>			Product from <u>China</u> compared to product from <u>India</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NSF certification.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

PART IV.--PRODUCT COMPARISONS--Continued

IV-7. **Factor comparisons.**—Continued

Factor	Product from <u>United States</u> compared to product from <u>United Kingdom</u>			Product from <u>China</u> compared to product from <u>United Kingdom</u>			Product from <u>India</u> compared to product from <u>United Kingdom</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NSF certification	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

PART IV.--PRODUCT COMPARISONS--Continued

IV-7. **Factor comparisons.**—Continued

Factor	Product from ----- compared to product from -----			Product from ----- compared to product from -----			Product from ----- compared to product from -----		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NSF certification	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

PART IV.--PRODUCT COMPARISONS--Continued

IV-8. **Minimum quality**--

(a) How often does domestically produced HEDP meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Never

(b) How often does imported subject HEDP meet minimum quality specifications for your uses or your customers' uses?

China

Always Usually Sometimes Never

India

Always Usually Sometimes Never

(c) How often does imported nonsubject HEDP meet minimum quality specifications for your uses or your customers' uses?

United Kingdom

Always Usually Sometimes Never

From (indicate country): _____

Always Usually Sometimes Never

From (indicate country): _____

Always Usually Sometimes Never

From (indicate country): _____

Always Usually Sometimes Never

PART V.—SUPPLIER IDENTIFICATION

V-1. **Major suppliers.**--Please provide the names and addresses of your firm's five largest suppliers from which you purchased HEDP since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of HEDP that each of these suppliers accounted for in 2007.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 purchases (%)
1					
2					
3					
4					
5					