

U.S. IMPORTERS' QUESTIONNAIRE

PERSULFATES FROM CHINA

This questionnaire must be received by the Commission by no later than **October 21, 2013**

See page 5 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 review of the antidumping duty order concerning persulfates from China (Inv. No. 731-TA-749 (Third Review)). 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 firm's 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 imported persulfates (as defined in the instruction booklet) <i>from any country</i> 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> <p>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: PERSR3)</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 proceeding in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ Email address
	_____ Fax:	

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. **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 6 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 (e.g., percent of ownership)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of persulfates but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

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

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters persulfates into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports persulfates under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for persulfates?

- No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

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

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

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

- (check as many as appropriate)* *(please describe)*
- office/warehouse openings..... _____

 - office/warehouse closings _____

 - relocations _____

 - expansions _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (e.g., technology) _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of persulfates in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the importation of persulfates in the future if the antidumping duty order on persulfates from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of persulfates for delivery after September 30, 2013?

- No Yes--Fill out the table below.

Quantity (in 1,000 pounds)				
Period/Source	Oct-Dec 2013	Jan-Mar 2013	Apr-Jun 2013	Jul-Sept 2014
China				
Other sources: ¹				
¹ Identify your other sources: _____				

II-6. **Reasons for importing if producer.**--If your firm also produces persulfates in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

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

II-7a. **Imports from China.**--Does your firm import persulfates from China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of persulfates imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)								
Item	Calendar year						January-September	
	2007	2008	2009	2010	2011	2012	2012	2013
Beginning-of-period inventories (quantity) (A)								
Imports:								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/ company transfers:								
Quantity (F)								
Value ¹ (G)								
Export shipments:²								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								

¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:

² Identify your firm's principal export markets: _____

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

II-7b. **Imports from ALL OTHER SOURCES.**--Does your firm import persulfates from countries other than China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of persulfates imported from countries other than China 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 year						January-September	
	2007	2008	2009	2010	2011	2012	2012	2013
Beginning-of-period inventories (quantity) (A)								
Imports:								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/ company transfers:								
Quantity (F)								
Value ¹ (G)								
Export shipments: ²								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:								
² Identify your firm's principal export markets: _____								

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (i.e., in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L$

Do these data reconcile? Yes No--(Please explain: _____)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (i.e., line J of year 2007 should equal line A of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-9. What share of your firm's U.S. shipments of imports of persulfates was used in each of the following end use applications in 2012?

End use applications	Share of quantity of 2012 U.S. shipments of imports
Cosmetics and pharmaceuticals	%
Electronics (e.g. printed circuit board etchants)	%
Environmental remediation	%
Oil and gas recovery	%
Polymerization applications (plastics, synthetic rubber, adhesives)	%
Pool and spa supply	%
Pulp and paper	%
Textiles	%
Other: _____	%
Total	100 %

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

II-10. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of persulfates from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-11. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of persulfates in the future if the antidumping duty order on persulfates from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections your firm may provide.

PART III.--PRICING AND MARKET FACTORS

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

Contact information-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-1. This question requests quarterly price and quantity data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated distributors and end users since 2007 of the following products your firm imported from China:

Product 1.—Potassium persulfates

Product 2.—Ammonium persulfates

Product 3.—Sodium persulfates

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). Also, please report pricing separately for shipments to unrelated distributors and to unrelated end users. See instruction booklet.

PART III.--PRICING AND MARKET FACTORS--Continued

III-1a. **Price data (shipments to distributors).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm to unrelated **distributors**.

Report data in actual pounds and actual dollars (not 1,000s).

<i>(Quantity in pounds, value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						

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

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

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-1b. **Price data (shipments to end users).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm to unrelated **end users**.

Report data in actual pounds and actual dollars (not 1,000s).

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						

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

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

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of persulfates (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **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	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Pricing terms for persulfates.**--

(a) What are your firm's typical sales terms for its imported persulfates?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported persulfates usually quoted? (*check one*)

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of its imported persulfates from China in 2012 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale			Total
	Long-term contracts (multiple deliveries for more than 12 months)	Short-term contracts (multiple deliveries up to and including 12 months)	Spot sales (for a single delivery)	
Share of your 2012 sales	%	%	%	=100%

PART III.--PRICING AND MARKET FACTORS--Continued

III-6. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for persulfates from China (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of persulfates imported from China?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From your firm's U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

PART III.--PRICING AND MARKET FACTORS--Continued

III-8. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of persulfates imported from China that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your firm's customers' locations?
 your firm purchaser (*check one*)
- (c) When your firm sells persulfates imported from China, from where is it shipped?
point of importation storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of persulfates imported from China that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- III-9. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of persulfates imported from China? (check all that apply)

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

PART III.--PRICING AND MARKET FACTORS--Continued

III-10. **End uses.**--List the end uses of the persulfates that your firm imports from China. For each end-use product, what percentage of the total cost is accounted for by persulfates and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Persulfates (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

III-11. **Changes in end uses.**-- Have there been any changes in the end uses of persulfates since 2007? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Substitutes.**-- Can other products be substituted for persulfates?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for persulfates?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for persulfates since 2007? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for persulfates since 2007? Also discuss any anticipated changes in your firm's raw material costs.

III-15. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced persulfates in the U.S. market since 2007?

No	Yes	If yes, please provide details.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Availability of "subject" import supply.**--Do you anticipate any changes in terms of the availability of persulfates imported from China in the U.S. market?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-17. **Availability of “nonsubject” import supply.**--Has the availability of NONSUBJECT persulfates (i.e., persulfates imported from countries other than China) changed since 2007?

No	Yes	If yes, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Export constraints.**--Describe how easily your firm can shift its sales of persulfates between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting persulfates between the U.S. and alternative country markets within a 12-month period.

III-19. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of persulfates since 2007? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-20. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for persulfates has changed since January 1, 2007, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since 2007					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Conditions of competition.**--

(a) Is the persulfates market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to persulfates?

- No (skip to question III-22).
- Yes-Business cycles (e.g., seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

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

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS--Continued

III-25. **Differences other than price by country-pair.**--Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between persulfates produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of persulfates, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <hr/> <hr/>		