

## U.S. IMPORTERS' QUESTIONNAIRE

### CHLORINATED ISOCYANURATES FROM CHINA AND JAPAN

This questionnaire must be received by the Commission by no later than **SEPTEMBER 13, 2013**

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning chlorinated isocyanurates ("chlorinated isos") from China and Japan (inv. Nos. 701-TA-501 and 731-TA-1226 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's 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 chlorinated isos (as defined in the instruction booklet) from any country at any time since January 1, 2010?
<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)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>ISOS</b>)</b>

### 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 proceedings 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 proceedings 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>Email 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. **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 firm's response or send them to the above address.

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

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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>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

**PART I.--GENERAL INFORMATION--Continued**

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing chlorinated isos from China and/or Japan into the United States or that are engaged in exporting chlorinated isos from China and/or Japan 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, that are engaged in the production of chlorinated isos?

No             Yes--List the following information.

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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on chlorinated isos. More than one answer may be applicable.

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of chlorinated isos but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

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

**PART I.--GENERAL INFORMATION--Continued**

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters chlorinated isos into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports chlorinated isos under the TIB (temporary importation under bond) program.

No       Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings 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 **Joanna Lo (202-205-1888, joanna.lo@usitc.gov)**. **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 chlorinated isos since January 1, 2010.

- (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. **Arranged imports.**--Has your firm imported or arranged for the importation of chlorinated isos for delivery after June 30, 2013?

No       Yes--Fill out the table below.

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

II-4. **Reasons for importing.**--If your firm also produces chlorinated isos in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

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II-5. **EPA registrations.**--Please indicate the EPA registrations you have obtained for chlorinated isos, listing the producers and countries of production and the dates of the registrations:.

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II-6. **Producer/tableter.**--Since January 1, 2010, has your firm imported granular/powder chlorinated isos and processed them into tablets?

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

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

II-7. **GRANULAR/POWDER/TABLETED TRICHLOR CHLORINATED ISOS IMPORTS FROM CHINA**--Report your firm's imports and your firm's shipments and inventories of **granular/powder/tableted TRICHLOR** chlorinated isos 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 years			January-June	
	2010	2011	2012	2012	2013
<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> <sup>5</sup>					
U.S. shipments to distributors (quantity)					
U.S. shipments to repackers/tableters (quantity)					
U.S. shipments to retailers (quantity)					
U.S. shipments to industrial market (quantity)					

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

<sup>2</sup> 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: \_\_\_\_\_

<sup>3</sup> Identify your firm's 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 imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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

<sup>5</sup> Please ensure that the total for all channels of distribution is equal to commercial shipments.

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

II-8. **GRANULAR/POWDER/TABLETED DICHLOR CHLORINATED ISOS IMPORTS FROM CHINA**.--Report your firm's imports and your firm's shipments and inventories of **granular/powder/tableted DICHLOR** chlorinated isos 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 years			January-June	
	2010	2011	2012	2012	2013
<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> <sup>5</sup>					
U.S. shipments to distributors (quantity)					
U.S. shipments to repackers/tableters (quantity)					
U.S. shipments to retailers (quantity)					
U.S. shipments to industrial market (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> 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: _____					
<sup>3</sup> Identify your firm's principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data</b> .--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
<sup>5</sup> Please ensure that the total for all channels of distribution is equal to commercial shipments.					



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

II-9. **GRANULAR/POWDER/TABLETED TRICHLOR CHLORINATED ISOS IMPORTS FROM JAPAN**--Report your firm's imports and your firm's shipments and inventories of **granular/powder/tableted TRICHLOR** chlorinated isos imported from Japan by your firm during the specified periods. (See definitions in the instruction booklet.)

**JAPAN**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b> <sup>5</sup>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to repackers/tableters ( <i>quantity</i> )					
U.S. shipments to retailers ( <i>quantity</i> )					
U.S. shipments to industrial market ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> 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: _____ _____					
<sup>3</sup> Identify your firm's principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					
<sup>5</sup> Please ensure that the total for all channels of distribution is equal to commercial shipments.					

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

II-10. **GRANULAR/POWDER/TABLETED DICHLOR CHLORINATED ISOS IMPORTS FROM JAPAN**--Report your firm's imports and your firm's shipments and inventories of **granular/powder/tableted DICHLOR** chlorinated isos imported from Japan by your firm during the specified periods. (See definitions in the instruction booklet.)

**JAPAN**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<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> <sup>5</sup>					
U.S. shipments to distributors (quantity)					
U.S. shipments to repackers/tableters (quantity)					
U.S. shipments to retailers (quantity)					
U.S. shipments to industrial market (quantity)					

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

<sup>2</sup> 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: \_\_\_\_\_

<sup>3</sup> Identify your firm's 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 imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

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

<sup>5</sup> Please ensure that the total for all channels of distribution is equal to commercial shipments.

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

II-11. **GRANULAR/POWDER/TABLETED TRICHLOR CHLORINATED ISOS IMPORTS FROM NONSUBJECT SOURCES**.-Report your firm's imports and your firm's shipments and inventories of **granular/powder/tableted TRICHLOR** chlorinated isos 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	
	2010	2011	2012	2012	2013
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )					
<b>Channels of distribution:</b> <sup>5</sup>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to repackers/tableters ( <i>quantity</i> )					
U.S. shipments to retailers ( <i>quantity</i> )					
U.S. shipments to industrial market ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> 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: _____ _____					
<sup>3</sup> Identify your firm's principal export markets: _____ _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					
<sup>5</sup> Please ensure that the total for all channels of distribution is equal to commercial shipments.					

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

II-12. **GRANULAR/POWDER/TABLETED DICHLOR CHLORINATED ISOS IMPORTS FROM NONSUBJECT SOURCES**.--Report your firm's imports and your firm's shipments and inventories of **granular/powder/tableted DICHLOR** chlorinated isos 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	
	2010	2011	2012	2012	2013
<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> <sup>5</sup>					
U.S. shipments to distributors (quantity)					
U.S. shipments to repackers/tableters (quantity)					
U.S. shipments to retailers (quantity)					
U.S. shipments to industrial market (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____					
<sup>2</sup> 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: _____ _____					
<sup>3</sup> Identify your firm's principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
<sup>5</sup> Please ensure that the total for all channels of distribution is equal to commercial shipments.					

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

II-13. **Comparability of types of chlorinated isos.**--For each of the following indicate whether the product comparisons are: fully ("F") comparable or the same, *i.e.*, have no differentiation between them; mostly ("M") comparable or similar; somewhat ("S") comparable or similar; never or not-at-all ("N") comparable or similar; or no familiarity ("0") with products. <sup>1</sup> Leave blank if you do not have any familiarity with a specific product comparison.

(a) **Characteristics and Uses.**-- The differences and similarities in the physical characteristics and end uses.

**Legend:**  
 F = Fully comparable; M = Mostly comparable; S = Somewhat comparable; N = Not at all comparable; 0 = No familiarity

Product-comparison		Granular/powder form			Tablet form			All forms chlorinated isos
		Trichlor	Dichlor	Both Combined	Trichlor	Dichlor	Both Combined	
Granular/ powder form	Trichlor							
	Dichlor							
	Both Combined							
Tablet form	Trichlor							
	Dichlor							
	Both Combined							

<sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their characteristics and uses:

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

**II-13. Comparability of types of chlorinated isos.--Continued**

(b) **Interchangeability.**--The ability to substitute one product for another in the same application.

**Legend:**  
 F = Fully interchangeable; M = Mostly interchangeable; S = Somewhat interchangeable; N = Not at all interchangeable; 0 = No familiarity

Product-comparison		Granular/powder form			Tablet form			All forms chlorinated isos
		Trichlor	Dichlor	Both Combined	Trichlor	Dichlor	Both Combined	
Granular/ powder form	Trichlor							
	Dichlor							
	Both Combined							
Tablet form	Trichlor							
	Dichlor							
	Both Combined							
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <i>interchangeability</i>.</p> <hr/> <hr/> <hr/> <hr/>								

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

**II-13. Comparability of types of chlorinated isos.--Continued**

- (c) **Manufacturing facilities, production processes, and production employees.**-- Whether products are manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

Product-comparison		Granular/powder form			Tablet form			All forms chlorinated isos
		Trichlor	Dichlor	Both Combined	Trichlor	Dichlor	Both Combined	
Granular/ powder form	Trichlor	X						
	Dichlor	X	X					
	Both Combined	X	X	X				
Tablet form	Trichlor	X	X	X	X			
	Dichlor	X	X	X	X	X		
	Both Combined	X	X	X	X	X	X	
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>manufacturing processes</u>:</p> <hr/> <hr/> <hr/> <hr/>								

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

**II-13. Comparability of types of chlorinated isos.--Continued**

(d) **Channels of distribution**-- Channels of distribution/market situation through which the products are sold (i.e., sold direct to end users, through distributors, etc.).

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

Product-comparison		Granular/powder form			Tablet form			All forms chlorinated isos
		Trichlor	Dichlor	Both Combined	Trichlor	Dichlor	Both Combined	
Granular/ powder form	Trichlor							
	Dichlor							
	Both Combined							
Tablet form	Trichlor							
	Dichlor							
	Both Combined							

<sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their channels of distribution:

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

**II-13. Comparability of types of chlorinated isos.--Continued**

- (e) **Customer and producer perceptions.**--Perceived differences and/or similarities in the two products (e.g., sales/marketing practices)

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

Product-comparison		Granular/powder form			Tablet form			All forms chlorinated isos
		Trichlor	Dichlor	Both Combined	Trichlor	Dichlor	Both Combined	
Granular/ powder form	Trichlor							
	Dichlor							
	Both Combined							
Tablet form	Trichlor							
	Dichlor							
	Both Combined							
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>customer and producer perceptions</u>:</p> <hr/> <hr/> <hr/> <hr/>								

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

**II-13. Comparability of types of chlorinated isos.--Continued**

(f) **Price.**--Whether prices are comparable or differ among the product types.

**Legend:**  
 F = Fully the same; M = Mostly the same; S = Somewhat the same; N = Not at all the same; 0 = No familiarity

Product-comparison		Granular/powder form			Tablet form			All forms chlorinated isos
		Trichlor	Dichlor	Both Combined	Trichlor	Dichlor	Both Combined	
Granular/ powder form	Trichlor							
	Dichlor							
	Both Combined							
Tablet form	Trichlor							
	Dichlor							
	Both Combined							
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>customer and producer perceptions</u>:</p> <hr/> <hr/> <hr/> <hr/>								

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

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270 John.Benedetto@usitc.gov)

III-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 III.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

III-2. These questions 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 U.S. customers since January 1, 2010 of the following products your firm imported from China and Japan. If your firm imported chlorinated isos in bulk and repackaged the materials, please report the prices of the repackaged product.

**Chlorinated Isos in granular form:**

**Product 1.—Granular trichloroisocyanuric acid with approximately 90 percent available chlorine content (similar to ACL®90 PLUS Chlorinating Composition or CDB®90), sold in 2,205 lb. polypropylene bags**

**Product 2.—Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 Chlorinating Composition or CDB®56), sold in 2,205 lb.polypropylene bags, for repackaging for pool treatment use**

**Product 3.—Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 Chlorinating Composition or CDB®56), sold in 300 pound drums, for use in cleanser and/or sanitizer applications**

**Chlorinated Isos in tableted form:**

**Product 4.— 3-inch trichlor tablets with 85 to 90 percent available chlorine content, in 49-51 pound containers**

**Product 5. —Blended 3-inch trichlor tablets with 85 to 90 percent available chlorine content, in 24-26 pound containers.**

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). See instruction booklet.

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

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**China**

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

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

<sup>1</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 firm's U.S. point of shipment.  
<sup>2</sup> 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**China**

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

(Quantity in pounds, value in dollars)				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				

<sup>1</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 firm's U.S. point of shipment.  
<sup>2</sup> 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

Note for products 4 and 5 only: Please specify the weight of the tablets for which pricing data are reported.

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

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Japan and sold by your firm.

**Japan**

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

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

<sup>1</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 firm's U.S. point of shipment.  
<sup>2</sup> 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

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

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Japan and sold by your firm.

**Japan**

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

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 4		Product 5	
	Quantity	Value	Quantity	Value
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				

<sup>1</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 firm's U.S. point of shipment.  
<sup>2</sup> 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 your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

Note for products 4 and 5 only: Please specify the weight of the tablets for which pricing data are reported.

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

**Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response OR provide information on such differences in response to question III-21 below.**

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of chlorinated isos (*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-4. **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-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for chlorinated isos imported from China and Japan?

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 chlorinated isos from China and Japan usually quoted (*check one*)?

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



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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of chlorinated isos imported from China and Japan in 2012 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2012 sales</u>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

III-7. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for chlorinated isos from China and Japan (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)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<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	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

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

III-8. **Lead times.**--What is your firm's share of sales of chlorinated isos imported from China and Japan both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of chlorinated isos?

<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	_____ %	_____
<b>Total</b>	<b>100 %</b>	

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of chlorinated isos imported from China and Japan that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your firm's customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) When your firm sells chlorinated isos imported from China and Japan, from where is it shipped?  
 Point of importation  Storage facility  (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of chlorinated isos imported from China and Japan 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	%
<b>Total</b>	<b>100 %</b>

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

III-10. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of chlorinated isos imported from subject countries? (check all that apply)

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

III-11. **End uses**-Describe the end uses (e.g., pool sanitizers, detergents, industrial water treatment products) of the chlorinated isos that your firm imports from China and Japan. For each end-use product, what percentage of the total cost is accounted for by chlorinated isos and other inputs?

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

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

No                       Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for chlorinated isos?		
		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 RELATED INFORMATION--Continued**

III-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for chlorinated isos has changed since January 1, 2010. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
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-14. **Product changes.**--Have there been any significant changes in the product mix or marketing of chlorinated isos since January 1, 2010?

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

III-15. **Business cycles.**--

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

- No (skip to question III-10.)
- Yes-Business cycles (e.g. seasonal business) or distinctive conditions (e.g., licensing).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

<b>Business cycles</b>	
<b>Other conditions of competition</b>	

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

III-15. **Business cycles.**--

(b) Have there been any changes in the business cycles or conditions of competition for chlorinated isos since January 1, 2010?

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

III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply chlorinated isos since January 1, 2010 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

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

III-17. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce chlorinated isos and whether your firm expects these trends to continue.

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

III-20. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for chlorinated isos since January 1, 2010. Indicate the share of the quantity of your firm's total shipments of chlorinated isos that each of these customers accounted for in 2012.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2012 sales (%)
1				Street Address City        '        State        Zip Code	
2				Street Address City        '        State        Zip Code	
3				Street Address City        '        State        Zip Code	
4				Street Address City        '        State        Zip Code	
5				Street Address City        '        State        Zip Code	
6				Street Address City        '        State        Zip Code	
7				Street Address City        '        State        Zip Code	
8				Street Address City        '        State        Zip Code	
9				Street Address City        '        State        Zip Code	
10				Street Address City        '        State        Zip Code	



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

III-21. If your response to any question in part III above differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please use this space to describe any such differences.

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