

FOREIGN PRODUCERS'/EXPORTERS' 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.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported persulfates (as defined in the instruction booklet) at any time since January 1, 2007?

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

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)

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)**

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 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 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.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Fax:

Email address

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 30 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 6 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's persulfates in 2012.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your firm's 2012 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce persulfates in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Angela Newell (angela.newell@usitc.gov) for copies of that questionnaire).

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import persulfates into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Angela Newell (angela.newell@usitc.gov) for copies of that questionnaire).

I-6. **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 future market conditions for persulfates?

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

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 production of persulfates since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant 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 its operations or organization (as noted above) relating to the production 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. **Include in your response a specific projection of your firm's capacity to produce persulfates (in 1,000 pounds) for 2013 and 2014.**

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 production 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. **Include in your response a specific projection of your firm's capacity to produce persulfates (in 1,000 pounds) for 2013 and 2014.**

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of persulfates?

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

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
<u>Persulfates</u>	_____	_____
_____	_____	_____
_____	_____	_____

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

II-10. Barriers.--

(a) Are your firm's exports of persulfates subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

- No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)

(b) Are your firm's exports of persulfates subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

- No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding

II-11. Other export markets.--Identify export markets (other than the United States) that your firm has developed or where it has increased its sales of persulfates since 2007. Please identify and discuss below.

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

II-12. **Significance of antidumping duty 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 production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-13. **Anticipated changes if order revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production 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 you may provide.

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

II-14. **Trade data (China).**-- Report production capacity, production, shipments, and inventories of persulfates produced by your firm in China during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)								
Item	Calendar year						January-September	
	2007	2008	2009	2010	2011	2012	2012	2013
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production ² (C)								
Home market shipments:								
Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
Export shipments:								
to the United States: ³ quantity (G)								
value (H)								
to the European Union: ⁴ quantity (I)								
value (J)								
to Asia: ⁵ quantity (K)								
value (L)								
to all other markets: ⁶ quantity (M)								
value (N)								
Total exports (quantity) (O)								
Total shipments (quantity) (P)								
End-of-period inventories (Q)								
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Please estimate the percentage of total production of persulfates in China accounted for by your firm's production in 2012: _____ percent</p> <p>³ Please estimate the percentage of total exports to the United States of persulfates in China accounted for by your firm's exports in 2012: _____ percent</p> <p>⁴ Identify your firm's principal <i>European Union</i> export markets: _____.</p> <p>⁵ Identify your firm's principal <i>Asian</i> export markets: _____.</p> <p>⁶ Identify your firm's principal <i>other</i> export markets: _____.</p>								

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

II-15. Reconciliation of trade data.—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (i.e., in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$ Do these data reconcile? Yes No--Please explain: _____

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

Yes No--Please explain.

- II-16. What share of your firm's commercial shipments of persulfates was used in each of the following end use applications in 2012?

End use applications	Share of quantity of 2012 commercial shipments
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 III.--MARKET FACTORS

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

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

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**--Approximately what share of your firm’s sales of persulfates to U.S. customers 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%

III-3. Please fill out the table with respect to provisions of your firm’s typical sales contracts with U.S. customers for persulfates (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.--MARKET FACTORS--Continued

III-4. **Lead times.**--What is the average lead time to U.S. customers between a customer's order and the date of delivery for your firm's sales of persulfates?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

III-5. **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-6. **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 Chinese-produced persulfates in the U.S. market since 2007?

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

III-7. **Availability of SUBJECT import supply.**-- Do you anticipate any changes in terms of the availability of Chinese-produced persulfates in the U.S. market in the future?

Increase	No change	Decrease	If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS--Continued

III-8. **Product shifting.**--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 (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting persulfates between the U.S. and alternative country markets within a 12-month period.

III-9. **Product range.**--Is the product range, product mix, or marketing of persulfates in your firm’s home market different from that of persulfates for export to the United States or to third-country markets?

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

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of persulfates in your firm’s home market, for export to the United States, or for export to third-country markets since 2007? Do you anticipate any future changes?

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

PART III.--MARKET FACTORS--Continued

III-11. **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"/>	

III-12. **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-13. **Interchangeability.**--Are the persulfates produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's persulfates sold to the United States and/or to third-country markets?

Yes	No	If no, identify the market(s) and any differences in the products.
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **End uses.**--Describe the end uses of the persulfates that your firm manufactures and sells to your firm's home market. If these end uses differ from those of the persulfates your firm sells to the U.S. market or to third-country markets, explain.

PART III.--MARKET FACTORS--Continued

III-15. **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-16. **Demand trends.**-- Indicate how demand in the following markets 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.

Your firm's market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since 2007					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of persulfates in your firm's home market, the United States, and third-country markets.

PART III.--MARKET FACTORS--Continued

III-18. **Description of home market.**--Describe briefly your firm's home market for persulfates, including the number of, and competition between, producers.

III-19. **Import competition.**--Does your firm face competition from imports of persulfates in your firm's home market?

No	Yes	If yes, please identify the country sources of any imports of persulfates into your firm's home market.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss persulfates supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 2007 to the present and forecasts for the future.