

## U.S. PRODUCERS' 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 produced chlorinated isos (as defined in the instruction booklet) 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: ISOS)</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 50 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. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership</b>

I-5. **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.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

I-6. **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.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

**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 production of chlorinated isos since January 1, 2010.

- (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. **Same equipment, machinery, and workers.**--Has your firm since 2010 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of chlorinated isos and/or using the same production and related workers employed to produce chlorinated isos?

No                       Yes--List the following information

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-4. **Other products.**--Report your firm's combined production capacity and production of products listed in question II-3 and chlorinated isos in the periods indicated.

<i>(Quantity in 1,000 pounds)</i>					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Overall Production Capacity</b>					
<b>Production of:</b>					
Chlorinated isos					
Other product 1 _____					
Other product 2 _____					

II-5. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity and its ability to shift production capacity between products.

\_\_\_\_\_

\_\_\_\_\_

II-6. **Type of operation.**--Since January 1, 2010, which of the following activity is your firm involved in the production of chlorinated isos (check all that apply)?

Bulk granules/powder                       Tablets

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

II-7. **Tolling**--Since January 1, 2010, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of chlorinated isos?

No             Yes--Name firm(s): \_\_\_\_\_.

**If yes, check all that apply:**

Your firm is a tollee (*i.e.*, contracts out for the tableting production of chlorinated isos).

Your firm is a toller (*i.e.*, produces tableted chlorinated isos under contract for other firm(s)).

II-8. **Foreign trade zone**--Does your firm produce chlorinated isos in a foreign trade zone (FTZ)?

No             Yes--Identify FTZ(s): \_\_\_\_\_.

II-9. **Importer**--Since January 1, 2010, has your firm imported chlorinated isos?

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

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

II-10. **ALL GRANULAR/POWDER CHLORINATED ISOS.**--Report your firm's production capacity, production, shipments, and inventories to the production of **all granular/powder** chlorinated isos in its U.S. establishment(s).

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments of granular/powder chlorinated isos:</b>					
<b>Commercial shipments</b> <sup>2</sup>					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
<b>Internal consumption</b> <sup>3</sup>					
Quantity of internal consumption (F)					
Value <sup>4</sup> of internal consumption (G)					
<b>Transfers to related firms</b> <sup>5</sup>					
Quantity of transfers (H)					
Value <sup>4</sup> of transfers (I)					
<b>Shipped for toll conversion</b> <sup>6</sup>					
Quantity of merchandise shipped for tolling (J)					
Value of merchandise shipped for tolling (K)					
Value tolling fee contracted/paid (L)					
<b>Export shipments of granular/powder chlorinated isos</b> <sup>7</sup>					
Quantity of export shipments (M)					
Value of export shipments (N)					
<b>End-of-period inventories</b> <sup>8</sup> (quantity) (O)					
<p><sup>1</sup> 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 (use additional pages as necessary).</p>					
<p><sup>2</sup> Commercial shipments (row D) in this table are understood to relate to arms-length sales of chlorinated isos in powder and/or granular form.</p>					
<p><sup>3</sup> Internal consumption (row F) in this table is understood to relate to any powder and/or granular chlorinated isos used in your firms internal processes, including further downstream processing into tableted product.</p>					
<p><sup>4</sup> Internal consumption (row G) and transfers to related firms (row I) must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>					
<p><sup>5</sup> Transfers to related firms (row H) is understood to be related merchandise shipped to related firms but which is not subject to a toll arrangement.</p>					
<p><sup>6</sup> Merchandise shipped for toll conversion (row J) is understood to related to any powder/granular chlorinated isos your firm ships to an third party (related or not) for conversion into tablets under a toll arrangement.</p>					
<p><sup>7</sup> Identify your firm's principal export markets: _____.</p>					
<p><sup>8</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories (i.e., line O should equal A+B-D-F-H-J-M). Do the data reported reconcile?  <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>					

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

II-11. **ALL TABLETED CHLORINATED ISOS.**--Report your firm's production capacity, production, shipments, and inventories related to the production of all **tableted** chlorinated isos (including trichlor tablets, dichlor tablets, and blended tablets) in its U.S. establishment(s)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Source of tablets:</b>					
<b>Production of tablets:</b>					
From internally produced granular/powder isos (C)					
From <u>domestically purchased</u> granular/powder chlorinated isos (D)					
From <u>imported</u> granular/powder chlorinated isos (E)					
From granular/powder isos received pursuant to a toll arrangement (F) <sup>2</sup>					
<b>Finished product received from toll operations:</b> (quantity) (G) <sup>3</sup>					
<b>U.S. shipments of tableted isos:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments (H)					
Value of commercial shipments (I)					
<b>Internal consumption:</b>					
Quantity of internal consumption (J)					
Value <sup>4</sup> of internal consumption (K)					
<b>Transfers to related firms:</b>					
Quantity of transfers (L)					
Value <sup>4</sup> of transfers (M)					
<b>Toll production returned:</b>					
Quantity shipped back to tollee (N)					
Value fee(s) received for returned tablets (O)					
<b>Export shipments of tableted:</b> <sup>5</sup>					
Quantity of export shipments (P)					
Value of export shipments (Q)					
<b>End-of-period inventories</b> <sup>6</sup> (quantity) (R)					

<sup>1</sup> 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 (use additional pages as necessary).

<sup>2</sup> Report the data here for tablets your firm produced under a toll arrangement for which you are receiving a fee your production services. To the degree to which the product is shipped back to the tollee within the period of production those data should also be reported in line M of this data table.

<sup>3</sup> Report the data here for tablets your firm received under a toll arrangement for which you paid a third party to convert into tablets. Any sales or shipments of the tablets into the market should be reported under commercial shipments, internal consumption, or transfers to related firms (e.g., not under "toll production returned").

<sup>4</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, 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>5</sup> Identify your firm's principal export markets: \_\_\_\_\_.

<sup>6</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories (e.g., line R should equal to B + C+D+E+F+G-H-J-L-N-P). Do the data reported reconcile?  
 Yes       No--Please explain: \_\_\_\_\_.



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

II-12. **Channel of distribution.**--Report your firm's commercial U.S. shipments by channel of distribution.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments of granular/powder chlorinated isos as reported in question II-10 line D:<sup>1</sup></b>					
To distributors ( <i>quantity</i> )					
To repackers/tableters ( <i>quantity</i> )					
To retailers ( <i>quantity</i> )					
To industrial market ( <i>quantity</i> )					
<b>Commercial U.S. shipments of tablet form chlorinated isos as reported in question II-11 line G:<sup>2</sup></b>					
To distributors ( <i>quantity</i> )					
To repackers/tableters ( <i>quantity</i> )					
To retailers ( <i>quantity</i> )					
To industrial market ( <i>quantity</i> )					
<sup>1</sup> Please ensure that the quantity reported here sums to the quantity reported as commercial shipments in row H in table II-10. <sup>2</sup> Please ensure that the quantity reported here sums to the quantity reported as commercial shipments in row H in table II-11.					

II-13. **Employment data.**--Report your firm's employment related data.

Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average number of PRWs (number):</b>					
In relation to <u>granular/powder</u> chlorinated isos operations					
In relation to <u>tableted</u> chlorinated isos operations					
<b>Hours worked by PRWs (1,000 hours):</b>					
In relation to <u>granular/powder</u> chlorinated isos operations					
In relation to <u>tableted</u> chlorinated isos operations					
<b>Wages paid to PRWs (in 1,000s of dollars):</b>					
In relation to <u>granular/powder</u> chlorinated isos operations					
In relation to <u>tableted</u> chlorinated isos operations					

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

II-14. **Related firms.**--If your firm reported transfers to related firms in question II-10 or II-11, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-15. **Purchases of granular/powder chlorinated isos.**--Other than direct imports, has your firm otherwise purchased **granular/powder** chlorinated isos since January 1, 2010? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in 1,000 pounds)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CHLORINATED ISOS FROM—</b>					
China					
Japan					
All other countries					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<sup>1</sup> Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. <hr/>					

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

II-16. **Purchases of tableted chlorinated isos.**--Other than direct imports, has your firm otherwise purchased **tableted** chlorinated isos since January 1, 2010? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 pounds)</i>					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CHLORINATED ISOS FROM—</b>					
China					
Japan					
All other countries					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<sup>1</sup> Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. <hr/>					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, Mary.Klir@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	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

- A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, explain below:
  
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include, as applicable, all granular/powder chlorinated isos or all tableted chlorinated isos:  
\_\_\_\_\_
- 2. Does your firm prepare profit/loss statements, as applicable, for all granular/powder chlorinated isos or all tableted chlorinated isos:  
 Yes       No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,    unaudited,    annual reports,    10Ks,    10 Qs,  
 Monthly,    quarterly,    semi-annually,    annually
- 4. Accounting basis:  GAAP,    cash,    tax, or    other comprehensive basis of accounting (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes, as applicable, all granular/powder chlorinated isos or all tableted chlorinated isos, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-5. **Other products.**--Please list any other products your firm produced in the facilities in which your firm produced, as applicable, all granular/powder chlorinated isos or all tableted chlorinated isos and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year:

Products	Share of sales
	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production, as applicable, of all granular/powder chlorinated isos or all tableted chlorinated isos from any related firms?

Yes--Continue to question III-7 below.  No—Continue, as applicable, to question III-9A or III-9B below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production, as applicable, of all granular/powder chlorinated isos or all tableted chlorinated isos that your firm purchases from related parties.

Input	Related party

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission, as applicable, in question III-10A(1) and III-10B(1) (i.e., costs reported in question III-10A(1) and III-10B(1) should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes  No--Please contact Mary Klir (202-205-3247, [Mary.Klir@usitc.gov](mailto:Mary.Klir@usitc.gov)).

**PART III.--FINANCIAL INFORMATION--Continued**

III-9A. **Nonrecurring items (charges and gains) included in table III-10A(1) (financial results on all granular/powder chlorinated isos).**--For each annual and interim period for which financial results are reported in question III-10A(1), please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10A(1) line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10A(1); i.e., if an aggregate nonrecurring item has been allocated to table III-10A(1), only the allocated value amount included in table III-10A(1) should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported all granular and powder chlorinated isos financial results in table III-10A(1).

	Fiscal years ended--			January-June	
	2010	2011	2012	2012	2013
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10A(1) line item where the nonrecurring item is included.	<b>Nonrecurring item:</b> In these columns please report the amount ( <i>in \$1,000</i> ) of the relevant nonrecurring item reported in table III-10A(1).				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

III-9B. **Nonrecurring items (charges and gains) included in table III-10B(1) (financial results on all tableted chlorinated isos).**--For each annual and interim period for which financial results are reported in question III-10B(1), please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10B(1) line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10B(1); i.e., if an aggregate nonrecurring item has been allocated to table III-10B(1), only the allocated value amount included in table III-10B(1) should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported all tableted chlorinated isos financial results in table III-10B(1).

	Fiscal years ended--			January-June	
	2010	2011	2012	2012	2013
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10B(1) line item where the nonrecurring item is included.	<b>Nonrecurring item:</b> In these columns please report the amount ( <i>in \$1,000</i> ) of the relevant nonrecurring item reported in table III-10B(1).				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-10A(1). **Operations on all granular/powder chlorinated isos.**--As applicable, report the revenue and related cost information requested below on the all granular/powder chlorinated isos operations of your firm's U.S. establishment(s).<sup>1</sup> Do **not report resales** of products. Note that **internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.**<sup>2</sup> Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

<b>Quantity (in 1,000 pounds) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-June</b>	
	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2012</b>	<b>2013</b>
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials – imported <sup>5</sup>					
Raw materials – domestic <sup>6</sup>					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your firm's U.S. manufacturing operations.  
<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-10..  
<sup>5</sup> Provide a description of the primary imported raw materials and identify their country of origin: \_\_\_\_  
<sup>6</sup> Provide a description of the primary domestic raw materials: \_\_\_\_

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-10A(2). **Financial data reconciliation.**--The calculable line items from question III-10A(1) (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No.--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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**PART III.--FINANCIAL INFORMATION--Continued**

III-10B(1). **Operations on all tableted chlorinated isos.**-- As applicable, report the revenue and related cost information requested below on the all tableted chlorinated isos operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

<b>Quantity (in 1,000 pounds) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-June</b>	
	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2012</b>	<b>2013</b>
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials – imported <sup>5</sup>					
Raw materials – domestic <sup>6</sup>					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your firm's U.S. manufacturing operations.  
<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-11.  
<sup>5</sup> Provide a description of the primary imported raw materials and identify their country of origin: \_\_\_\_\_  
<sup>6</sup> Provide a description of the primary domestic raw materials: \_\_\_\_\_

*Note -- The table above contains calculations that will appear when you have entered data in the MS word form fields.*

**PART III.--FINANCIAL INFORMATION--Continued**

III-10B(2). **Financial data reconciliation.**--The calculable line items from question III-10B(1) (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No.--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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**PART III.--FINANCIAL INFORMATION--Continued**

**Note:** Total assets in table III-11A or III-11B, as applicable, should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. In the space provided, please provide a brief explanation if there were any substantial changes in total asset value during the period (e.g., due to asset write-offs, revaluation, and/or major purchases): \_\_\_\_\_

**III-11A. Asset values (all granular/powder chlorinated isos).**--As applicable, report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of all granular/powder chlorinated isos. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for all granular/powder chlorinated isos in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2010	2011	2012
<b>Total assets (net)</b>			

**III-11B. Asset values (all tableted chlorinated isos).**--As applicable, report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of all tableted chlorinated isos. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for all tableted chlorinated isos in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2010	2011	2012
<b>Total assets (net)</b>			

**III-12A. Capital expenditures and research and development expenses (all granular/powder chlorinated isos).**--As applicable, report your firm's capital expenditures and research and development expenses on all granular/powder chlorinated isos. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2010	2011	2012	2012	2013
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-12B. **Capital expenditures and research and development expenses (all tableted chlorinated isos).**--As applicable, report your firm's capital expenditures and research and development expenses on all tableted chlorinated isos. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2010	2011	2012	2012	2013
Capital expenditures					
Research and development expenses					

III-13. **Data consistency and reconciliation.**--As applicable, please indicate whether your firm's financial data for questions III-10A(1) or III-10-B(1), III-11A or III-11B, and III-12A or III-12B are based on a calendar year or on your firm's fiscal year:

- Calendar year
- Fiscal year (specify \_\_\_\_\_)

Please note the sales quantities and values reported in question III-10A(1) or III-10B(1), as applicable, should reconcile with the shipment quantities and values reported, as applicable, in question II-10 (including export shipments) or II-11 (including export shipments) as long as they are reported on the same calendar year basis.

As applicable, do sales quantities and values reported in question III-10A(1) or III-10B(1) reconcile with shipment quantities and values reported in question II-10 or II-11?

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

**PART III.--FINANCIAL INFORMATION--Continued**

III-14. **Effects of imports.**--Since January 1, 2010, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of chlorinated isos from China or Japan?

- No             Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
  - Denial or rejection of investment proposal
  - Reduction in the size of capital investments
  - Rejection of bank loans
  - Lowering of credit rating
  - Problem related to the issue of stocks or bonds
  - Other (specify) \_\_\_\_\_

III-15. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of chlorinated isos from China or Japan?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

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

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

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

IV-2. This question requests quarterly quantity and value 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 produced by your firm.

**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:**\_(note- if your firm sells tablets made of chlorinated isos from multiple countries, please estimate on the next page to the best of your ability the percent of your tablets that are made from chlorinated isos from each country)

**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.

If your firm toll-produced tableted chlorinated isos, please see the instruction booklet.

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

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

**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 IV.

**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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-2. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

**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 IV.

**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- if your firm manufactures products 4 and 5 from granular chlorinated isos from multiple countries, please indicate here the estimated percentage of the tableted pricing product data that is manufactured from chlorinated isos from each country:

\_\_\_\_\_

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

\_\_\_\_\_



**PART IV.--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 IV-21 below.

IV-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"/>	

IV-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"/>	

IV-5. **Pricing terms.**--

(a) What are your firm's typical sales terms for its U.S.-produced chlorinated isos?

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 domestic chlorinated isos usually quoted (*check one*)?

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

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced chlorinated isos in 2012 was 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>

IV-7. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for chlorinated isos (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"/>

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

IV-8. **Lead times.**--What is your firm's share of sales 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 its U.S.-produced chlorinated isos?

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

IV-9. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of chlorinated isos 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) Indicate the approximate percentage of your firm's sales of chlorinated isos that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100 %</b>

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

Geographic area	√ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<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"/>

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

IV-11. **End uses.**--List the end uses (e.g., pool sanitizers, detergents, industrial water treatment products) of the chlorinated isos that your firm manufactures. 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%

IV-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"/>	

IV-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
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of chlorinated isos since January 1, 2010?

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

IV-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 IV-16).
- 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>	

(b) If yes, 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"/>	

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

IV-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"/>	

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued**

IV-21. If your response to any question 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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**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**IV-22. Competition From Imports--Lost Revenue.--**

Since January 1, 2010: To avoid losing sales to competitors selling chlorinated isos from China and/or Japan, did your firm:

	<b>No</b>	<b>Yes</b>
<b>Reduce prices</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Roll back announced price increases</b>	<input type="checkbox"/>	<input type="checkbox"/>

**The table below is to be completed only by NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) If you indicated "yes" above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your firm's initial price quotation
- Quantity involved
- Your firm's initial *rejected* price quotation (total delivered value)
- Your firm's *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Country of origin	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Competing import price (total value— dollars)
Firm Contact Phone      Fax							
Firm Contact Phone      Fax							
Firm Contact Phone      Fax							
Firm Contact Phone      Fax							

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

**IV-23. Competition From Imports--Lost Sales.—**

Since January 1, 2010: Did your firm lose sales of chlorinated isos to imports of these products from China and/or Japan?

**No**            **Yes**  
           

**The table below is to be completed only by NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

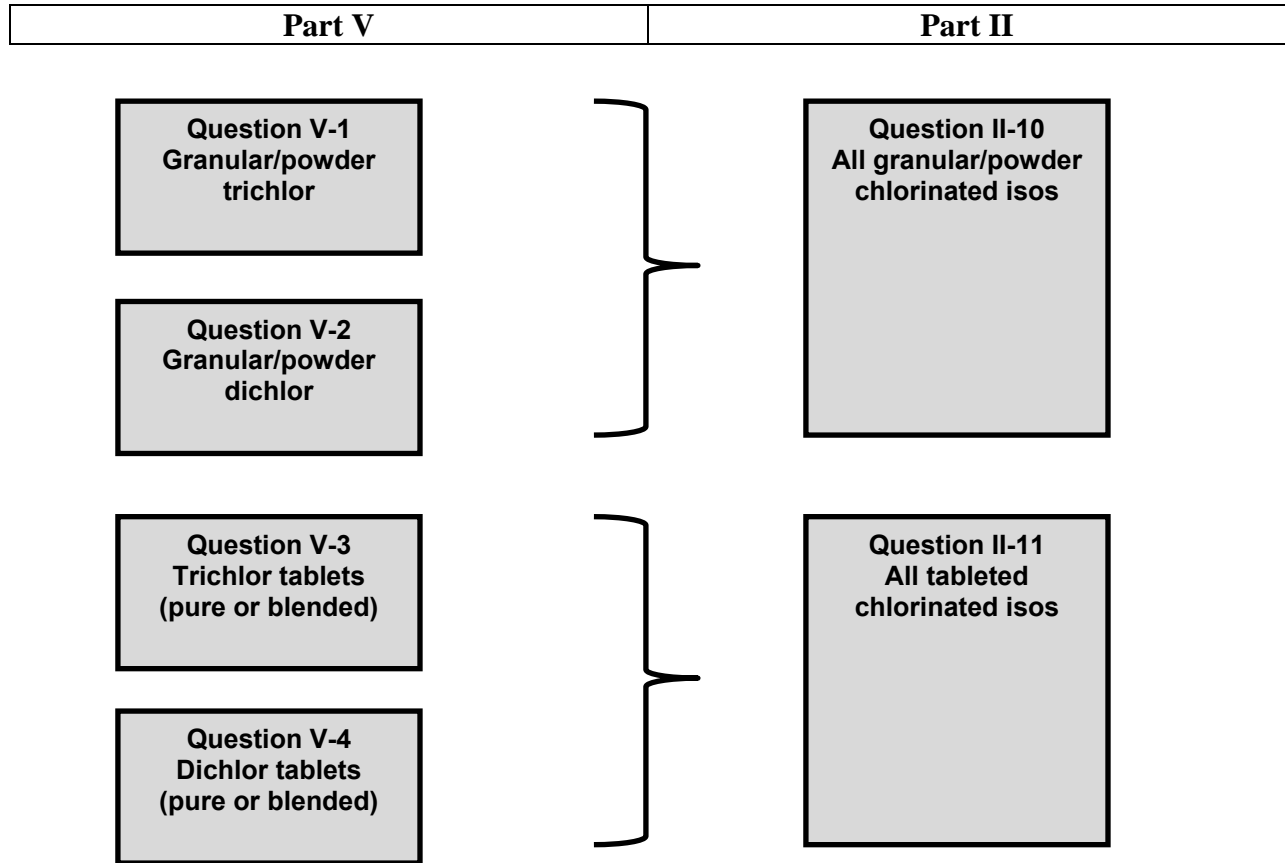
- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your firm’s price quotation
- Quantity involved
- Your firm’s rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Country of origin</b>	<b>Date of quote</b>	<b>Quantity (pounds)</b>	<b>Rejected U.S. price (total value--dollars)</b>	<b>Competing import price (total value—dollars)</b>
Firm Contact Phone      Fax						
Firm Contact Phone      Fax						
Firm Contact Phone      Fax						
Firm Contact Phone      Fax						

**PART V.--ALTERNATE PRODUCT INFORMATION**

The purpose of this section of the questionnaire is to gather data for the analysis of like product issues. 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.**

The following graphic explains the relationship between the data requested in part II and the data requested in part V.



**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**ALTERNATE PRODUCT 1: GRANULAR/POWDER TRICHLOR**

V-1. **GRANULAR/POWDER TRICHLOR CHLORINATED ISOS.**--Report your firm's production capacity, production, shipments, and inventories to the production of granular/powder trichlor chlorinated isos in its U.S. establishment(s).

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average production capacity<sup>1</sup></b> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments<sup>2</sup></b>					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
<b>Internal consumption<sup>3</sup></b>					
Quantity of internal consumption (F)					
Value <sup>4</sup> of internal consumption (G)					
<b>Transfers to related firms:<sup>5</sup></b>					
Quantity of transfers (H)					
Value <sup>4</sup> of transfers (I)					
<b>Shipped for toll conversion:<sup>6</sup></b>					
Quantity of merchandise shipped for tolling (J)					
Value of merchandise shipped for tolling (K)					
Value tolling fee contracted/paid (L)					
<b>Export shipments:<sup>7</sup></b>					
Quantity of export shipments (M)					
Value of export shipments (N)					
<b>End-of-period inventories<sup>8</sup></b> (quantity) (O)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments as reported in line D above:</b>					
To distributors (quantity)					
To repackers/tableters (quantity)					
To retailers (quantity)					
To industrial market (quantity)					
<b>Employment related data:</b>					
Average number of PRWs (number)					
Hours worked by PRW (1,000 hours)					
Wages paid to PRWs (value)					

Alternate product 1 continued next page.

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-1. GRANULAR/POWDER TRICHLOR CHLORINATED ISOS.--Continued**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Select financial data relating to trichlor powder/granular chlorinated isos:</b>					
<b>Net sales:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Cost of goods sold (value)</b>					
<b>Gross profit or (loss) (value)</b>					
<b>Selling, general and administrative expenses (value)</b>					
<b>Operating income or (loss) (value)</b>					
<b>Capital expenditures (value)</b>					
<p><sup>1</sup> 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 (use additional pages as necessary).</p>					
<p><sup>2</sup> Commercial shipments (row D) in this table are understood to relate to arms-length sales of trichlor chlorinated isos in powder and/or granular form.</p>					
<p><sup>3</sup> Internal consumption (row F) in this table is understood to relate to any powder and/or granular trichlor chlorinated isos used in your firms internal processes, including further downstream processing into tableted product.</p>					
<p><sup>4</sup> Internal consumption (row G) and transfers to related firms (row I) must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>					
<p><sup>5</sup> Transfers to related firms (row H) is understood to be related merchandise shipped to related firms but which is not subject to a toll arrangement.</p>					
<p><sup>6</sup> Merchandise shipped for toll conversion (row J) is understood to related to trichlor powder/granular chlorinated isos your firm ships to an third party (related or not) for conversion into tablets under a toll arrangement.</p>					
<p><sup>7</sup> Identify your firm's principal export markets: _____.</p>					
<p><sup>8</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories (i.e., line O should equal A+B-D-F-H-J -M). Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>					

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**ALTERNATE PRODUCT 2: GRANULAR/POWDER DICHLOR**

V-2. **GRANULAR/POWDER DICHLOR CHLORINATED ISOS**--Report your firm's production capacity, production, shipments, and inventories to the production of granular/powder dichlor chlorinated isos in its U.S. establishment(s).

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production</b> (quantity) (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments</b> <sup>2</sup>					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
<b>Internal consumption</b> <sup>3</sup>					
Quantity of internal consumption (F)					
Value <sup>4</sup> of internal consumption (G)					
<b>Transfers to related firms</b> <sup>5</sup>					
Quantity of transfers (H)					
Value <sup>4</sup> of transfers (I)					
<b>Shipped for toll conversion</b> <sup>6</sup>					
Quantity of merchandise shipped for tolling (J)					
Value of merchandise shipped for tolling (K)					
Value tolling fee contracted/paid (L)					
<b>Export shipments</b> <sup>7</sup>					
Quantity of export shipments (M)					
Value of export shipments (N)					
<b>End-of-period inventories</b> <sup>8</sup> (quantity) (O)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments as reported in line D above:</b>					
To distributors (quantity)					
To repackers/tableters (quantity)					
To retailers (quantity)					
To industrial market (quantity)					
<b>Employment related data:</b>					
Average number of PRWs (number)					
Hours worked by PRW (1,000 hours)					
Wages paid to PRWs (value)					

Alternate product 2 continued next page.



**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

V-2. **GRANULAR/POWDER DICHLOR CHLORINATED ISOS.**—Continued

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Select financial data relating to dichlor powder/granular chlorinated isos:</b>					
<b>Net sales:</b>					
Quantity					
Value					
<b>Cost of goods sold (value)</b>					
<b>Gross profit or (loss) (value)</b>					
<b>Selling, general and administrative expenses (value)</b>					
<b>Operating income or (loss) (value)</b>					
<b>Capital expenditures (value)</b>					
<p><sup>1</sup> 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 (use additional pages as necessary).</p>					
<p><sup>2</sup> Commercial shipments (row D) in this table are understood to relate to arms-length sales of dichlor chlorinated isos in powder and/or granular form.</p>					
<p><sup>3</sup> Internal consumption (row F) in this table is understood to relate to any powder and/or granular dichlor chlorinated isos used in your firms internal processes, including further downstream processing into tableted product.</p>					
<p><sup>4</sup> Internal consumption (row G) and transfers to related firms (row I) must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>					
<p><sup>5</sup> Transfers to related firms (row H) is understood to be related merchandise shipped to related firms but which is not subject to a toll arrangement.</p>					
<p><sup>6</sup> Merchandise shipped for toll conversion (row J) is understood to related to dichlor powder/granular chlorinated isos your firm ships to an third party (related or not) for conversion into tablets under a toll arrangement.</p>					
<p><sup>7</sup> Identify your firm's principal export markets: _____.</p>					
<p><sup>8</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories (i.e., line O should equal A+B–D–F–H–J –M). Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>					

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**ALTERNATE PRODUCT 3: TABLETED TRICHLOR**

V-3. **TABLETED TRICHLOR OR BLENDED TRICHLOR CHLORINATED ISOS.**--Report your firm's production capacity, production, shipments, and inventories related to the production of trichlor or blended trichlor tableted chlorinated isos in its U.S. establishment(s)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production:</b>					
From internally produced granular/powder isos (C)					
From <u>domestically purchased</u> granular/powder chlorinated isos (D)					
From <u>imported</u> granular/powder chlorinated isos (E)					
From granular/powder isos received pursuant to a toll arrangement (F) <sup>2</sup>					
<b>Finished product received from toll operations:</b> (quantity) (G) <sup>3</sup>					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments (H)					
Value of commercial shipments (I)					
<b>Internal consumption:</b>					
Quantity of internal consumption (J)					
Value <sup>4</sup> of internal consumption (K)					
<b>Transfers to related firms:</b>					
Quantity of transfers (L)					
Value <sup>4</sup> of transfers (M)					
<b>Toll production returned:</b>					
Quantity shipped back to tollee (N)					
Value fee(s) received for returned tablets (O)					
<b>Export shipments:</b> <sup>5</sup>					
Quantity of export shipments (P)					
Value of export shipments (Q)					
<b>End-of-period inventories</b> <sup>6</sup> (quantity) (R)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments as reported in line D above:</b>					
To distributors (quantity)					
To repackers/tableters (quantity)					
To retailers (quantity)					
To industrial market (quantity)					
<b>Employment related data:</b>					
Average number of PRWs (number)					
Hours worked by PRW (1,000 hours)					
Wages paid to PRWs (value)					

Alternate product 3 continued next page.

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-3. TABLETED TRICHLOR OR BLENDED TRICHLOR CHLORINATED ISOS.--Continued**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Select financial data relating to tableted trichlor chlorinated isos:</b>					
<b>Net sales:</b>					
Quantity					
Value					
<b>Cost of goods sold (value)<sup>1</sup></b>					
<b>Gross profit or (loss) (value)</b>					
<b>Selling, general and administrative expenses (value)</b>					
<b>Operating income or (loss) (value)</b>					
<b>Capital expenditures (value)</b>					
<p><sup>1</sup> 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 (use additional pages as necessary).</p>					
<p><sup>2</sup> Report the data here for trichlor tablets your firm produced under a toll arrangement for which you are receiving a fee your production services. To the degree to which the product is shipped back to the tollee within the period of production those data should also be reported in line M of this data table.</p>					
<p><sup>3</sup> Report the data here for tablets your firm received under a toll arrangement for which you paid a third party to convert into tablets. Any sales or shipments of the trichlor tablets into the market should be reported under commercial shipments, internal consumption, or transfers to related firms (e.g., not under "toll production returned").</p>					
<p><sup>4</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>					
<p><sup>5</sup> Identify your firm's principal export markets: _____.</p>					
<p><sup>6</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories (e.g., line R should equal to B + C+D+E+F+G-H-J-L-N-P). Do the data reported reconcile?  <input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____.</p>					
<p><sup>7</sup> Integrated firms reporting production in the alternative product 1 data table, the cost of goods sold for the tableting portion of your operations should be based on the internally transferred granular/powder feedstock value.</p>					

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**ALTERNATE PRODUCT 4: TABLET DICHLOR**

V-4. **TABLETED DICHLOR OR BLENDED DICHLOR CHLORINATED ISOS**--Report your firm's production capacity, production, shipments, and inventories related to the production of dichlor or blended dichlor tableted chlorinated isos in its U.S. establishment(s)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production:</b>					
From internally produced granular/powder isos (C)					
From <u>domestically purchased</u> granular/powder chlorinated isos (D)					
From <u>imported</u> granular/powder chlorinated isos (E)					
From granular/powder isos received pursuant to a toll arrangement (F) <sup>2</sup>					
<b>Finished product received from toll operations:</b> (quantity) (G) <sup>3</sup>					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments (H)					
Value of commercial shipments (I)					
<b>Internal consumption:</b>					
Quantity of internal consumption (J)					
Value <sup>4</sup> of internal consumption (K)					
<b>Transfers to related firms:</b>					
Quantity of transfers (L)					
Value <sup>4</sup> of transfers (M)					
<b>Toll production returned:</b>					
Quantity shipped back to tollee (N)					
Value fee(s) received for returned tablets (O)					
<b>Export shipments:</b> <sup>5</sup>					
Quantity of export shipments (P)					
Value of export shipments (Q)					
<b>End-of-period inventories</b> <sup>6</sup> (quantity) (R)					
<b>Channels of distribution:</b>					
<b>Commercial U.S. shipments as reported in line D above:</b>					
To distributors (quantity)					
To repackers/tableters (quantity)					
To retailers (quantity)					
To industrial market (quantity)					
<b>Employment related data:</b>					
Average number of PRWs (number)					
Hours worked by PRW (1,000 hours)					
Wages paid to PRWs (value)					

Alternate product 4 continued next page.

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-4. TABLETED DICHLOR OR BLENDED DICHLOR CHLORINATED ISOS.--Continued**

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
<b>Select financial data relating to tableted dichlor chlorinated isos:</b>					
<b>Net sales:</b>					
Quantity					
Value					
<b>Cost of goods sold (value)<sup>1</sup></b>					
<b>Gross profit or (loss) (value)</b>					
<b>Selling, general and administrative expenses (value)</b>					
<b>Operating income or (loss) (value)</b>					
<b>Capital expenditures (value)</b>					
<p><sup>1</sup> 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 (use additional pages as necessary).</p>					
<p><sup>2</sup> Report the data here for dichlor tablets your firm produced under a toll arrangement for which you are receiving a fee your production services. To the degree to which the product is shipped back to the tollee within the period of production those data should also be reported in line M of this data table.</p>					
<p><sup>3</sup> Report the data here for tablets your firm received under a toll arrangement for which you paid a third party to convert into tablets. Any sales or shipments of the dichlor tablets into the market should be reported under commercial shipments, internal consumption, or transfers to related firms (e.g., not under "toll production returned").</p>					
<p><sup>4</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>					
<p><sup>5</sup> Identify your firm's principal export markets: _____.</p>					
<p><sup>6</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories (e.g., line R should equal to B + C+D+E+F+G-H-J-L-N-P). Do the data reported reconcile?  <input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____.</p>					
<p><sup>7</sup> Integrated firms reporting production in the alternative product 2 data table, the cost of goods sold for the tableting portion of your operations should be based on the internally transferred granular/powder feedstock value.</p>					

**V-5. Reconciliation.**--After completing tables V-1 to V-4, do the data reported in the four alternate product break-outs reconcile according to the graphic at the beginning of part V?

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

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

V-6. **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 V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-6. 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 V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-6. 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 V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-6. 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							
<p><sup>1</sup> Please provide a narrative discussion for the comparability ratings you provided for each product comparison in terms of their <u>channels of distribution</u>:</p> <hr/> <hr/> <hr/> <hr/>								

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-6. 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	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>customer and producer perceptions</u>:</p> <hr/> <hr/> <hr/> <hr/>								

**PART V.--ALTERNATE PRODUCT INFORMATION--Continued**

**V-6. 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	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>customer and producer perceptions</u>:</p> <hr/> <hr/> <hr/> <hr/>								