

U.S. PRODUCERS' QUESTIONNAIRE

MONOSODIUM GLUTAMATE FROM CHINA AND INDONESIA

This questionnaire must be received by the Commission by no later than **JULY 24, 2014**

See the last page of this questionnaire for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigations concerning monosodium glutamate ("MSG") from China and Indonesia (Inv. Nos. 731-TA-1229-1230 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, Title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website address _____</p> <p>Has your firm produced MSG (as defined on the next page) at any time since January 1, 2011?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission).</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: MSG)</p>

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury 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.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Fax:

Email address

PART I.—GENERAL INFORMATION

Background.

This proceeding was instituted in response to a petition filed on September 16, 2013 by Ajinomoto North America Inc. ("AJINA"), Itasca, Illinois.

Antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping.

Merchandise covered by the scope of these investigations.

Monosodium glutamate ("MSG") or "subject product" covered by these investigations is monosodium glutamate (MSG), whether or not blended or in solution with other products. Specifically, MSG that has been blended or is in solution with other product(s) is included in this scope when the resulting mix contains 15% or more of MSG by dry weight. Products with which MSG may be blended include, but are not limited to, salts, sugars, starches, maltodextrins, and various seasonings. Further, MSG is included in this investigation regardless of physical form (including, but not limited to, substrates, solutions, dry powders of any particle size, or unfinished forms such as MSG slurry), end-use application, or packaging.

MSG has a molecular formula of $C_5H_8NO_4Na$, a Chemical Abstract Service (CAS) registry number of 6106-04-3, and a Unique Ingredient Identifier (UNII) number of W81N5U6R6U.¹

MSG is currently classified in the Harmonized Tariff Schedule (HTS) of the United States at subheading 2922.42.10.00. Merchandise subject to the investigation may also enter under HTS subheadings 2922.42.50.00, 2103.90.72.00, 2103.90.74.00, 2103.90.78.00, 2103.90.80.00, and 2103.90.90.91. The tariff classifications, CAS registry number, and UNII number are provided for convenience and customs purposes; however, the written description of the scope is dispositive.

Service of questionnaire response(s).--In the event that your firm is a party to this proceeding, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

Confidentiality.--The commercial and financial data furnished in response to the enclosed questionnaire(s) that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

Verification.--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response(s).

¹ Commission staff recognizes that the chemical formula in the scope as written reflects the anhydrous (no water) form of MSG, while the CAS and UNII numbers in the scope reference the monohydrated (one water molecule) form of MSG. The correct chemical formula corresponding to the CAS and UNII numbers referenced in the scope can be expressed as $C_5H_8NO_4Na \cdot H_2O$ or $C_5H_{10}NO_5Na$.

Release of information.--The information provided by your firm in response to the questionnaire(s), as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

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. We are also 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.

Hours	Dollars

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-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

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

"Establishment"-- Provide the city, state, zip code, and brief description of each 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 in the footnote to the table.

Establishments Covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
¹ Additional discussion on establishments consolidated in this questionnaire: _____			

I-3. **Petition support.**--Does your firm support or oppose the petitions?

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

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

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing the subject product from China or Indonesia into the United States or that are engaged in exporting the subject product from China or Indonesia to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of the subject product?

No Yes--List the following information.

Firm name	Address	Affiliation

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@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 the subject product since January 1, 2011.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	plant openings	
<input type="checkbox"/>	plant closings	
<input type="checkbox"/>	relocations	
<input type="checkbox"/>	expansions	
<input type="checkbox"/>	acquisitions	
<input type="checkbox"/>	consolidations	
<input type="checkbox"/>	prolonged shutdowns or production curtailments	
<input type="checkbox"/>	revised labor agreements	
<input type="checkbox"/>	other (e.g., technology)	

II-3a. **Overall production and capacity.**-- Please report your firm's capacity to produce the subject product and any other products made on the same manufacturing equipment and machinery for the periods indicated.

"Average production capacity" or "capacity" is defined as the level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

Capacity					
(Quantity in 1,000 pounds dry weight of MSG)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Overall production capacity					
Production of:					
Subject product (i.e. MSG)					
Other products ¹					

Note.-- Production of MSG should equal production data reported in II-7.

¹Please describe these products: : _____

II-3b. **Operating parameters.**--The production capacity reported above is based on operating _____ hours per week, _____ weeks per year.

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported above, and explain any changes in reported capacity. Also describe the methodology for allocating overall production capacity amongst different products (if applicable).

II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's average production capacity.

II-3e. **Product shifting.**—

(i) Is your firm able to switch production between the subject product and other products using the same manufacturing equipment?

No

Yes--Please identify other actual or potential products.

(Please note: You should provide data for the products listed here in questions II-3a and II-7a).

(ii) Please report any changes in the mix of your production that occurred during the period of investigation in facilities that produce the subject product and non-scope products. In responding to this question, report: 1) the date(s) such changes occurred; 2) the time involved to make the change; 3) the reason(s) for the change.

II-4. **Tolling.**--Since January 1, 2011, has your firm been involved in a toll agreement regarding the production of the subject product?

A **"toll agreement"** is defined as an agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No

Yes--Name firm(s): _____.

II-5. **Foreign trade zone.**--Does your firm produce the subject product in a foreign trade zone (FTZ)?

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act, 19 U.S.C. §§ 81a-81u.

No

Yes--Identify FTZ(s): _____.

II-6. **Importer.**--Since January 1, 2011, has your firm imported the subject product?

"Importer" is defined as the person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record. See 19 CFR 101.1

No

Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

- II-7. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of subject product in its U.S. establishment(s) during the specified periods. (See definitions below.)

"Average production capacity" or "capacity" is defined as the level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" is defined as all production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

U.S. shipments are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

"U.S. Commercial shipments" are defined as shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. The value of a reported U.S. commercial should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" is defined as product consumed internally by your firm.

"Transfers to related firms" are defined as shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" is defined as a firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" are defined as shipments to destinations outside the United States, including shipments to related firms.

"End of period inventories" is defined as finished goods inventory, not raw materials or work in progress.

"Production Related Workers" or "PRWs" are defined as production and related workers, including working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to June periods, calculate similarly and divide by 2.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" is defined as total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

II-7. **Trade data.**--Continued

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

Quantity (in 1,000 pounds dry weight of MSG) and value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Average production capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) ² (C)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments (D)					
Value of commercial shipments (E)					
Internal consumption:					
Quantity of internal consumption (F)					
Value ³ of internal consumption (G)					
Transfers to related firms:					
Quantity of transfers (H)					
Value ³ of transfers (I)					
Export shipments: ⁴					
Quantity of export shipments (J)					
Value of export shipments (K)					
End-of-period inventories (quantity) (L)					
Channels of distribution:					
U.S. commercial shipments to distributors (quantity) (M)					
U.S. commercial shipments to end users (quantity) (N)					
Employment data:					
Average number of PRWs (number) (O)					
Hours worked by PRWs (1,000 hours) (P)					
Wages paid to PRWs (value) (Q)					
<p>¹ The subject product-specific 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> <hr/>					
<p>² Production data should equal production of subject product reported in II-3a, does it? <input type="checkbox"/> Yes <input type="checkbox"/> No.— (Revise if no).</p>					
<p>³ 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> <hr/>					

⁴ Identify your firm's principal export markets: _____.

RECONCILIATION OF SHIPMENTS

Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each year equal the quantity reported for total U.S. shipments (i.e., lines D, F, and H) in each period.

If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7 needs to be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
U.S. commercial shipments to distributors (M) + U.S. commercial shipments to end users (N) - total U.S. commercial shipments (D) =	0	0	0	0	0

RECONCILIATION OF INVENTORY, PRODUCTION, AND SHIPMENTS

Generally, the data reported for the end-of-period inventories (i.e., line L) in question II-7 should be equal to the beginning of period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J).

Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, et cetera).

If the calculated fields below return values other than zero (i.e., "0"), please correct any data errors in table II-7 or explain below.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning inventories + production – total shipments – End-of-period inventories =	0	0	0	0	0

II-8. **Related firms.**--If your firm reported transfers to related firms above, 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.

II-9. **Purchases Other than Direct Imports.**--Other than direct imports, has your firm otherwise purchased the subject product since January 1, 2011?

"Purchase" is defined as a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

"Direct import" is defined as a transaction to buy from a foreign producer where your firm is the importer of record or consignee.

No Yes--Report such purchases below for the specified periods.¹

Purchases					
Quantity (in 1,000 pounds dry weight of MSG)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Purchases of MSG imported² from—					
China					
Indonesia					
All other countries					
Purchases of domestically produced MSG:³					
U.S. producers					
Other firms					
¹ Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/>					
² Please list the name of the importer(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/>					
³ Please list the name of the firm(s) from which your firm purchased this product. <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Jennifer Brinckhaus (202-205-3188, jennifer.brinckhaus@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 the subject product:

2. Does your firm prepare profit/loss statements for the subject product?
 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 the subject product, 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.

III-5. **Other products.**--Please list any other products your firm produced in the facilities in which your firm produced the subject product, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of the subject product from any related parties?

Yes--Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related parties.**--In the space provided below, identify the inputs used in the production of the subject product that your firm purchases from related parties. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related party; e.g., the related party's actual cost, cost plus, negotiated transfer price to approximate fair market value.

<u>Input</u>	<u>Related party</u>	<u>Share of total COGS</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
<u>Input valuation</u>	_____	_____

III-8. **Inputs from related parties at cost.**--All intercompany profit or loss on inputs purchased from related firms, as well as intra-division profit or loss, should be eliminated from the costs reported to the Commission in question III-10; i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit or loss 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--Please briefly describe how you eliminated intercompany/intra-division profit or (loss) on inputs purchased/received from related firms/or intra-division units within the same company to arrive at the actual costs incurred by the related firms/intra-division units.

No--If an inter-company/intra-division profit or (loss) adjustment was applicable, please explain why this adjustment was not made.

III-9a. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual and interim period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 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-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 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 financial results of the subject product in table III-10.

	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-10 where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in table III-10.				
	Value (\$1,000)				
1. , classified					
2. , classified					
3. , classified					
4. , classified					
5. , classified					
6. , classified					
7. , classified					

III-9b. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company.**--If non-recurring items were reported in table III-9a above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., III-9a information designates where these items are reported in table III-10.

III-10. **Operations on the subject product.**--Report the revenue and related cost information requested below on operations related to the subject product at your firm's U.S. establishment(s).¹ 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.² 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 Jennifer Brinckhaus (202-205-3188, jennifer.brinckhaus@usitc.gov) before completing this section of the questionnaire.

Quantity (in 1,000 pounds dry weight of MSG) and value (in \$1,000)					
Item	Fiscal years ended--			January-June	
	2011	2012	2013	2013	2014
Net sales quantities: ³					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your firm's U.S. manufacturing operations.
² Please eliminate any profits or losses on inputs from related parties pursuant to question III-8.
³ 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.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.

III-11. **Financial data reconciliation.**--The calculable line items from question III-10 (*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.

III-12. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-10, III-13, and III-14 are based on a calendar year or on your firm's fiscal year:

Calendar year
 Fiscal year (specify _____)

Please note the quantities and values reported in question III-10 (profit and loss statement on the subject product) should reconcile with the data reported in question II-8 (U.S. commercial shipments) and II-10 (internal consumption, transfers, and export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in questions II-8 and II-10?

Yes No--Please explain _____

III-13. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of the subject product. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for the subject product 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.

Note: Total assets 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. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
Total assets (net)			

III-14a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on the subject product. 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	
	2011	2012	2013	2013	2014
Capital expenditures					
Research and development expenses					

III-14b. **Capital expenditures.**—Please indicate the nature, focus, and significance of your firm's capital expenditures on the subject product.

III-15a. **Effects of imports.**--Since January 1, 2011, 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 the subject product from China or Indonesia?

No Yes--My firm has experienced actual negative effects as follows:

<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects
<input type="checkbox"/>	Denial or rejection of investment proposal
<input type="checkbox"/>	Reduction in the size of capital investments
<input type="checkbox"/>	Rejection of bank loans
<input type="checkbox"/>	Lowering of credit rating
<input type="checkbox"/>	Problem related to the issue of stocks or bonds
<input type="checkbox"/>	Other (specify):

III-15 b. Does your firm's response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

III-16a. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of the subject product from China or Indonesia?

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

III-16 b. Does your firm's response differ by country?

No	Yes	If yes, indicate which country and why:
<input type="checkbox"/>	<input type="checkbox"/>	

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.breaux@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, 2011 of the following products produced by your firm.

Product 1.--MSG Extra Fine 50 LB — Paper Bag. All crystal passed through ASTM #60 or above; no second screen used.

Product 2.--MSG Fine 50 LB – Paper Bag. First screen passed through of crystal smaller than ASTM #60; second screen of ASTM #120 up to or including ASTM #170.

Product 3.--MSG Regular 50 LB – Paper Bag. First screen passed through of crystal smaller than ASTM #20 up to or on ASTM #50; second screen of ASTM #40 up to or including ASTM #100.

Product 4.--MSG Regular 100 LB DRM – Fiber Drum. First screen passed through of crystal smaller than ASTM #20 up to or on ASTM #50; second screen of ASTM #40 up to or including ASTM #100.

Please note that values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. 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.

During January 2011-June 2014, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes. --Please complete the following pricing data table(s) as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

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

(Quantity in pounds dry weight of MSG, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (actual lbs)	Value (actual \$)	Quantity (actual lbs)	Value (actual \$)	Quantity (actual lbs)	Value (actual \$)	Quantity (actual lbs)	Value (actual \$)
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								

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

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

Product 4:

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of the subject product (*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 domestically produced subject product?

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 domestically produced subject product usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its domestically produced subject product in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

Type of sale	Share of 2013 sales
Long-term contracts (multiple deliveries for more than 12 months)	%
Yearly contracts (multiple deliveries for 12 months)	%
Short-term contracts (multiple deliveries up to and including 12 months)	%
Spot sales (for a single delivery)	%
Total	100 %

IV-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for the subject product (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)	Yearly contracts (multiple deliveries for 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"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is your firm's share of sales both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its domestically produced subject product?

Source	Share of 2013 sales	Lead time (days)
From inventory	%	
Produced to order	%	
Total	100 %	

IV-9. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of the subject product that is accounted for by U.S. inland transportation costs? _____ percent
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of the subject product 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	%
Total	100 %

IV-10. Geographical shipments.-- In which U.S. geographic market area(s) has your firm sold its domestically produced subject product since January 1, 2011 (check all that apply)?

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

IV-11. End uses.--List the end uses of the subject product that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by the subject product and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Subject product	Other inputs	
	%	%	100%
	%	%	100%
	%	%	100%

IV-12. **Substitutes.**-- Can other products be substituted for the subject product?

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 the subject product?		
		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 the subject product has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

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

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of the subject product since January 1, 2011?

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

IV-15. Conditions of competition.--

(a) Is the market for the subject product subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to the subject product? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-16.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for the subject product since January 1, 2011?

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

IV-16. Supply constraints.--Has your firm refused, declined, or been unable to supply the subject product since January 1, 2011 (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.--How have prices for the raw materials used to produce the subject product changed since January 1, 2011?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for the subject product.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-18. **Interchangeability.**—Is the subject product produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Indonesia	Brazil	Other countries
United States				
China	X			
Indonesia	X	X		
Brazil	X	X	X	
For any country-pair producing the subject product that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:				

IV-19. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between the subject product produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

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

IV-20. **Customer identification**--List the names and contact information for your firm's 10 largest U.S. customers for the subject product since January 1, 2011. Indicate the share of the quantity of your firm's total shipments of the subject product that each of these customers accounted for in 2013.

	Customer's name	City and state	Share of 2013 sales (%)
1		City , State	
2		City , State	
3		City , State	
4		City , State	
5		City , State	
6		City , State	
7		City , State	
8		City , State	
9		City , State	
10		City , State	

IV-21. Competition From Imports--Lost Revenue.--

Since January 1, 2011, to avoid losing sales to competitors, which were selling the subject product from China and/or Indonesia, did your firm:

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

Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.

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, email, phone and fax numbers	Product	Country of origin	Date of quote	Quantity (SPECIFY)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value--dollars)	Competing import price (total value-- dollars)
Firm Contact Email Phone Fax							
Firm Contact Email Phone Fax							
Firm Contact Email Phone Fax							
Firm Contact Email Phone Fax							

IV-22. Competition From Imports--Lost Sales. —

Since January 1, 2011, did your firm lose sales of the subject product to U.S. imports of these products from China and/or Indonesia?

No	Yes
<input type="checkbox"/>	<input type="checkbox"/>

Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.

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)

Customer name, contact person, email, phone and fax numbers	Product	Country of origin	Date of quote	Quantity (SPECIFY)	Rejected U.S. price (total value-- dollars)	Competing import price (total value-- dollars)
Firm Contact Email Phone Fax						
Firm Contact Email Phone Fax						
Firm Contact Email Phone Fax						
Firm Contact Email Phone Fax						

Other explanations--If your firm would like to further explain a response to a question that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

--

OPTIONS FOR FILING THIS QUESTIONNAIRE RESPONSE WITH THE ITC

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

http://usitc.gov/trade_remedy/731_ad_701_cvd/investigations/2014/msg/finalphase.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please complete the questionnaire and submit it electronically using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**—Upload the completed questionnaire in MS Word format along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> **Pin: MSG**

- **E-mail.**—E-mail your questionnaire to the investigator identified on page 4 of this questionnaire; include a scanned copy of the signed certification page (page 1).

Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.

- **Compact disc (CD).**—Copy your MS Word questionnaire onto a CD. Also please include a signed certification page (page 1), and mail to the U.S. International Trade Commission, 500 E. Street, SW, Washington, DC 20024. *It is strongly recommended that you use an **overnight mail service**. U.S. mail sent to government offices undergoes additional processing which not only results in substantial delays in delivery but may also damage CDs.*

Note: If you are a party to the proceeding, and service of the questionnaire is required, such service should be made in paper form.

If you determine that your firm does not produce this product, please complete page 1 of the respective questionnaire by: (1) Filling in your name and address, (2) Checking the “no” box, (3) Signing the bottom of page 1, and (4) Returning page 1 to the Commission using any of the methods listed above.