

U.S. IMPORTERS' QUESTIONNAIRE
CALCIUM HYPOCHLORITE FROM CHINA

This questionnaire must be received by the Commission by no later than OCTOBER 2, 2014

See 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 duty investigations concerning calcium hypochlorite ("calhypo") from China (Inv. Nos. 701-TA-510 and 731-TA-1245 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported Calhypo (as defined in the instruction booklet) from any country at any time since January 1, 2011?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: HYPO)

CERTIFICATION

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

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

I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

Hours	Dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your firm's response or send them to the above address.

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

I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

Firm name	Address	Extent of ownership (percent)

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of calhypo?

No Yes--List the following information.

Firm name	Address	Affiliation

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

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

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

Firm name	Address	Contact person and phone number

PART I.--GENERAL INFORMATION--Continued

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

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

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

No Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE DATA AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Fred Ruggles (202-205-3187, fred.ruggles@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

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

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of cal hypo since January 1, 2011.

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

 - office/warehouse closings _____

 - relocations _____

 - expansions _____

 - acquisitions..... _____

 - consolidations..... _____

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

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of calhypo for delivery after **June 30, 2014**?

No Yes--Fill out the table below.

Quantity (in 1,000 pounds)				
Period/Source	Jul-Sept 2014	Oct-Dec 2014	Jan-Mar 2015	Apr-Jun 2015
China				
Other sources: ¹				
¹ Identify your other sources: _____				

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

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

II-6. **Tableting operations.**--Since January 1, 2011, has your firm been involved in the conversion of imports of granular/powder form calhypo from China into tableted calhypo, either itself (i.e., your firm produces the tablets) or through a tolling contract in the United States (i.e., a toller produces the tablets for your firm)?

Own firm produces tablets: No Yes-- **COMPLETE AND RETURN A U.S. PRODUCERS' QUESTIONNAIRE**

Toll arrangement with another firm: No Yes--**PROVIDE THE NAME(S) OF THE FIRM(S) THAT DO THE TOLL CONVERSION FOR YOUR FIRM:**

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

II-7a. **IMPORTS OF GRANULAR/POWDER FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of **granular/powder calhypo** imported from China during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Transfers to related firms: ³					
Quantity (H)					
Value (I)					
Shipped for toll conversion: ⁴					
Quantity of merchandise shipped for tolling					
Value of merchandise shipped for tolling					
Value tolling fee contracted/paid					
Export shipments: ⁵					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁶ (quantity)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____

³ Transfers to related firms (row H) is understood mean related merchandise shipped to related firms but which is not subject to a toll arrangement.

⁴ Merchandise shipped for toll conversion (row J) is understood to mean any powder/granular calhypo your firm ships to an third party (related or not) for conversion into tablets under a toll arrangement.

⁵ Identify your firm's principal export markets: _____

⁶ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-7b. **CHANNELS OF DISTRIBUTION FOR IMPORTS FROM CHINA OF GRANULAR/POWDER CALHYPO.**--Report your firm's total U.S. commercial shipments of granular/powder calhypo imported from China, by channel of distribution from its U.S. establishment(s) during the specified periods.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Retail market					
Repackers/private label marketers/tableters					
Distributors and dealers for private and residential or commercial swimming pool channels					
Retailers/big-box stores					
Service professionals (maintenance and services to consumers and institutions)					
Consumer and commercial swimming pools, spas, etc.					
Institutional and industrial applications					
Manufacturers of bulk chemicals					
Municipal water treatment					
Total U.S. commercial shipments	0	0	0	0	0

Reconciliation of Channels of Distribution.--Please ensure that the quantities reported for channels of distribution (i.e., above) in each time period equal the quantities reported for commercial U.S. shipments from question II-7a in each time period. The calculated fields test this reconciliation. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7a or II-7b need to be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Should equal to zero (revise data in II-7a or II-7b if not zero)	0	0	0	0	0

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

II-8a. **IMPORTS OF TABLETS FROM CHINA.**—Report your firm’s imports and your firm’s shipments and inventories of **tableted calhypo** imported from China during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity) (P)					
U.S. imports of <u>tableted</u> calhypo:					
Quantity (Q)					
Value (R)					
Tableted calhypo that were imported in granular/powder form but were <u>converted to tablets</u> under a toll arrangement:¹					
Quantity (S)					
Value (T)					
U.S. shipments of <u>tableted</u> calhypo:					
Commercial shipments					
Quantity (U)					
Value (V)					
Internal consumption					
Quantity (W)					
Value (X)					
Transfers to related firms:					
Quantity (Y)					
Value (A)					
Export shipments of <u>tableted</u> calhypo:²					
Quantity (AA)					
Value (AB)					
End-of-period inventories (quantity) (AC)					

¹ Report the data here for any tablets your firm received under a toll arrangement (e.g., your firm imported the granular/powder calhypo, but had a toller convert into tablets prior to shipping to a U.S. customer). Please ensure that you have identified these firms in your response to question II-6.

² Identify your firm's principal export markets: _____.

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

II-8b. **CHANNELS OF DISTRIBUTION FOR IMPORTS OF TABLETED CALHYPO FROM CHINA.**--Report your firm's total U.S. commercial shipments of tableted calhypos imported from China, by channel of distribution from its U.S. establishment(s) during the specified periods.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Retail market					
Repackers/private label marketers/tableters					
Distributors and dealers for private and residential or commercial swimming pool channels					
Retailers/big-box stores					
Service professionals (maintenance and services to consumers and institutions)					
Consumer and commercial swimming pools, spas, etc.					
Institutional and industrial applications					
Manufacturers of bulk chemicals					
Municipal water treatment					
Total U.S. commercial shipments	0	0	0	0	0

Reconciliation of Channels of Distribution.--Please ensure that the quantities reported for channels of distribution (i.e., above) in each time period equal the quantities reported for commercial U.S. shipments from question II-8a in each time period. The calculated fields test this reconciliation. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-8a or II-8b need to be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Should equal to zero (revise data in II-8a or II-8b if not zero)	0	0	0	0	0

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

II-9a. **IMPORTS OF GRANULAR/POWDER FROM FROM ALL OTHER SOURCES (“AOS”)**--Report your firm's imports and your firm's shipments and inventories of **granular/powder calhypo** imported from all other sources during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED--POWDER/GRANULAR
LIST THE COUNTRIES OF ORIGIN:**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Transfers to related firms: ³					
Quantity (H)					
Value (I)					
Shipped for toll conversion: ⁴					
Quantity of merchandise shipped for tolling					
Value of merchandise shipped for tolling					
Value tolling fee contracted/paid					
Export shipments: ⁵					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁶ (quantity)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____

³ Transfers to related firms (row H) is understood to mean merchandise shipped to related firms but which is not subject to a toll arrangement.

⁴ Merchandise shipped for toll conversion (row J) is understood to mean any powder/granular calhypo your firm ships to any third party (related or not) for conversion into tablets under a toll arrangement.

⁵ Identify your firm's principal export markets: _____

⁶ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-9b. **CHANNELS OF DISTRIBUTION FOR IMPORTS OF GRANULAR/POWDER CALHYPO FROM AOS.**--Report your firm's total U.S. commercial shipments of granular/powder calhypo imported from all other sources, by channel of distribution from its U.S. establishment(s) during the specified periods.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Retail market					
Manufacturers of bulk chemicals					
Repackers/private label marketers/tableters					
Dealers for private and residential or commercial swimming pool channels					
Retailers/big-box stores					
Service professionals (maintenance and services to consumers and institutions)					
Consumer and commercial swimming pools, spas, etc.					
Institutional and industrial applications					
Distributors					
Repackers/private label marketers					
Municipal water treatment					
Total U.S. commercial shipments	0	0	0	0	0

Reconciliation of Channels of Distribution.--Please ensure that the quantities reported for channels of distribution (i.e., above) in each time period equal the quantities reported for commercial U.S. shipments from question II-9a in each time period. The calculated fields test this reconciliation. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-9a or II-9b need to be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Should equal to zero (revise data in II-9a or II-9b if not zero)	0	0	0	0	0

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

II-10a. **IMPORTS OF TABLETS FROM FROM ALL OTHER SOURCES.**--Report your firm's imports and your firm's shipments and inventories of **tableted calhypo** imported from all other sources during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED--TABLETS

LIST THE COUNTRIES OF ORIGIN:

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Beginning-of-period inventories (<i>quantity</i>)					
U.S. imports of <u>tableted</u> calhypo:					
<i>Quantity</i>					
<i>Value</i>					
Tableted calhypo that were imported in granular/powder form but were <u>converted to tablets</u> under a toll arrangement:¹					
<i>Quantity</i>					
<i>Value</i>					
U.S. shipments of <u>tableted</u> calhypo:					
Commercial shipments					
<i>Quantity</i>					
<i>Value</i>					
Internal consumption					
<i>Quantity</i>					
<i>Value</i>					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i>					
Export shipments of <u>tableted</u> calhypo:²					
<i>Quantity</i>					
<i>Value</i>					
End-of-period inventories (<i>quantity</i>)					

¹ Report the data here for any tablets your firm received under a toll arrangement (e.g., your firm imported the granular/powder calhypo, but had a toller convert into tablets prior to shipping to a U.S. customer). Please ensure that you have identified these firms in your response to question II-6.

² Identify your firm's principal export markets: _____.

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

II-10b. **CHANNELS OF DISTRIBUTION FOR IMPORTS OF TABLETED CALHYPO FROM AOS.--**
 Report your firm's total U.S. commercial shipments of tableted calhypos imported from all other sources, by channel of distribution from its U.S. establishment(s) during the specified periods.

Quantity (in 1,000 pounds)					
Item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Retail market					
Manufacturers of bulk chemicals					
Repackers/private label marketers/tableters					
Dealers for private and residential or commercial swimming pool channels					
Retailers/big-box stores					
Service professionals (maintenance and services to consumers and institutions)					
Consumer and commercial swimming pools, spas, etc.					
Institutional and industrial applications					
Distributors					
Repackers/private label marketers					
Municipal water treatment					
Total U.S. commercial shipments	0	0	0	0	0

Reconciliation of Channels of Distribution.--Please ensure that the quantities reported for channels of distribution (i.e., above) in each time period equal the quantities reported for commercial U.S. shipments from question II-10a in each time period. The calculated fields test this reconciliation. If the calculated fields below return values other than zero (i.e., "0"), the data in question II-10a or II-10b need to be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-June	
	2011	2012	2013	2013	2014
Should equal to zero (revise data in II-10a or II-10b if not zero)	0	0	0	0	0

III-11. **Other explanations--**If your firm would like to further explain a response to a question in Part II that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzter (202-708-5403, James.Fetzter@usitc.gov)

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

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-2. This question requests quarterly price and quantity data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated U.S. customers since January 1, 2011 of the following products your firm imported from China.

Note that some or all of the products that you import may not match these specifications. If that is the case, do not report data for these products unless the product is competitive with one of these products. However, please respond to the other questions in Part III with respect to all your sales or use of cal hypo.

Product 1. -- Calcium Hypochlorite, 65%-73% available chlorine, granular, 100 lbs., however packaged, sold into the repacker/private label/tableter channel.

Product 2.-- Calcium Hypochlorite, 65%-73% available chlorine, granular, 100 lbs., however packaged, sold directly to distributors or dealers that serve the private residential or commercial swimming pool channels.

Product 3. -- Calcium Hypochlorite, 65%-73% available chlorine, granular, 100 lbs., however packaged, sold to retailers/big box stores.

Product 4. -- Calcium Hypochlorite, 65%-73% available chlorine, granular, 25 lbs., however packaged, sold into the repacker/private label/tableter channel.

Product 5.-- Calcium Hypochlorite, 65%-73% available chlorine, granular, 25 lbs., however packaged, sold directly to distributors or dealers that serve the private residential or commercial swimming pool channels.

Product 6. -- Calcium Hypochlorite, 65%-73% available chlorine, granular, 25 lbs., however packaged, sold to retailers/big box stores.

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.

During January 2011-June 2014, did your firm import from China 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 as appropriate.
<input type="checkbox"/>	No. --Skip to question III-3.

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

III-2. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

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

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
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:

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

III-2. **Price data (continued).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

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

(Quantity in pounds, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
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 4:
 Product 5:
 Product 6:

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

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of calhypo (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

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

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Customer rewards programs.**--

(a) Does your firm offer customer rewards programs?

<input type="checkbox"/>	No -- skip to question III-6.
<input type="checkbox"/>	Yes -- please respond to part (b)

(a) Identify the share of your firm's 2013 sales of calhypo that were affected by a customer rewards program and estimate the total cost of the rewards program.

Share of your firm's 2013 sales of calhypo that were part of a customer rewards program	%
Estimate the total cost of customer rewards programs that could have affected sales of calhypo	

III-6. **Pricing terms for calhypo.**--

(a) What are your firm's typical sales terms for calhypo imported from China?

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

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

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

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

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of calhypo imported from China in 2013 were 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)	%
Short-term contracts (multiple deliveries up to and including 12 months)	%
Spot sales (for a single delivery)	%
Total (should sum to 100%)	0.0 %

III-8. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for calhypo from China (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

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

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

III-9. **Lead times.**--What is your firm's share of sales of calhypo imported from China 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 calhypo?

Source	Share of 2013 sales	Lead time (days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100%)	0.0%	

III-10. **Shipping information.**—

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

Distance from your firm's U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100%)	0.0 %

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

III-11. **Geographical shipments**--In which U.S. geographic market area(s) has your firm sold calhypo imported from subject countries since January 1, 2011 (check all that apply)?

Geographic area	China
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"/>

III-12. **End uses**--Describe the end uses of the calhypo that your firm imports from China. For each end-use product, what percentage of the total cost is accounted for by calhypo and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Calhypo	Other inputs	
	%	%	0.0%
	%	%	0.0%
	%	%	0.0%

III-13. **Substitutes**-- Can other products be substituted for calhypo?

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 calhypo?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

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

III-14. **Chlorine content.**—

- (a) Can calhypo products that differ only in their available chlorine levels serve as commercial substitutes with little or no reprocessing by the seller?

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

- (b) Report the share of your firm's U.S. commercial shipments of calhypo by available chlorine content.

Chlorine content	Share of 2013 U.S. commercial shipments
47 – 56 percent	%
65 – 68 percent	%
70 percent and above	%
Other:	%
Total (should sum to 100%)	0.0 %

- III-15. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for calhypo 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"/>	

- III-16. **Product changes.**--Have there been any significant changes in the product mix or marketing of calhypo since January 1, 2011?

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

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

III-17. Business cycles--

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-18.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) Have there been any changes in the business cycles or conditions of competition for calhypo since January 1, 2011?

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

III-18. Supply constraints--Has your firm refused, declined, or been unable to supply calhypo 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"/>	

III-19. Raw materials-- How have calhypo raw materials prices 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 calhypo.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-20. **Interchangeability.**--Is calhypo 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 0 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
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Other countries
United States		
China	X	
For any country-pair producing calhypo that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:		

III-21. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between calhypo produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

- A = such differences are *always* significant
- F = such differences are *frequently* significant
- S = such differences are *sometimes* significant
- N = such differences are *never* significant
- 0 = *no familiarity* with products from a specified country-pair

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

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

III-22. **Customer identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for calhypo since January 1, 2011. Indicate the share of the quantity of your firm's total shipments of calhypo 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	

III-23. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.