

U.S. PRODUCER & TABLETER QUESTIONNAIRE
CHLORINATED ISOCYANURATES FROM CHINA AND SPAIN

This questionnaire must be received by the Commission by **June 21, 2016**

See last page for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning chlorinated isocyanurates ("chlorinated isos") from China and Spain (Inv. Nos. 731-TA-1082-1083 (Second Review)). 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 _____
Website _____
Has your firm produced chlorinated isos (as defined on the next page) in either powder, granular or tablet form at any time since January 1, 2013?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/ (PIN: NACL)

CERTIFICATION

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

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

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used:

(i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or

(ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone:

Fax:

Email address

PART I.—GENERAL INFORMATION

Background. On June 25, 2005, the Department of Commerce issued antidumping duty orders on imports of chlorinated isos from China and Spain. On September 1, 2015, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the orders would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make affirmative determinations, the orders will remain in place. If either the Commission or Commerce makes negative determinations, the Department of Commerce will revoke the orders. Questionnaires and other information pertinent to this proceeding are available at:

https://www.usitc.gov/investigations/701731/2015/chlorinated_isocyanurates_china_and_spain/second_review_full.htm

Chlorinated Isocyanurates (“chlorinated isos”): Chlorinated isos, which are derivatives of cyanuric acid, described as chlorinated s-triazine triones. There are three primary chemical compositions of chlorinated isos:

- (1) Trichloroisocyanuric acid ($\text{Cl}_3(\text{NCO})_3$),
- (2) sodium dichloroisocyanurate (dihydrate) ($\text{NaCl}_2(\text{NCO})_3(2\text{H}_2\text{O})$), and
- (3) sodium dichloroisocyanurate (anhydrous) ($\text{NaCl}_2(\text{NCO})_3$).

Chlorinated isos are available in powder, granular, and tableted forms. The orders cover all chlorinated isos.

Reporting of information.-- If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

Confidentiality.--The commercial and financial data furnished in response to this questionnaire 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 this questionnaire 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. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, 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-1. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

"Establishment"--Each facility of a firm involved in the production of chlorinated isos, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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. **Position regarding continuation of order.**--Does your firm support or oppose continuation of the antidumping duty orders currently in place for chlorinated isos from the following countries?

Country	Support	Oppose	Take no position
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spain	<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 SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing chlorinated isos from China or Spain into the United States or that are engaged in exporting chlorinated isos from China or Spain to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing chlorinated isos from countries other than China and Spain into the United States or that are engaged in exporting chlorinated isos from countries other than China and Spain to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of chlorinated isos?

No Yes--List the following information.

Firm name	Address	Affiliation

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for chlorinated isos?

No	Yes	If yes, please provide the requested documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Chris Cassise (202-708-5408, chris.cassise@usitc.gov)**. Supply all data requested on a calendar-year basis.

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

Name	
Title	
Email	
Telephone	
Fax	

- II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of chlorinated isos since January 1, 2013.

<i>Check as many as appropriate.</i>	<i>If checked, please describe; leave blank if not applicable.</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-3. **Same equipment, machinery, and workers for granules/powder or tablets & product shifting.**--Has your firm since 2013 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of **granular/powder** or **tableted** chlorinated isos and/or using the same production and related workers employed to produce **granular/powder** or **tableted** chlorinated isos?

No Yes--Granules/powder (respond below) Yes--Tablets (respond below)

If you checked "yes" (meaning that your firm is able to switch production between granuler/powder and other products or between tableted chlorinated isos and other product using the same equipment and labor), please **identify the other products**, the approximate **time and cost** involved in switching, and the **minimum relative price change required** for your firm to switch production to or from granular/powder or tableted chlorinated isos.

II-4. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-5. **Type of operation.**--Since January 1, 2013, which of the following activity is your firm involved in the production of chlorinated isos (check all that apply)?

Bulk granules/powder Tablets

II-6. **Tolling.**--Since January 1, 2013, has your firm been involved in a toll agreement regarding the production of chlorinated isos?

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): _____.

If yes, check all that apply:

Your firm is a tollee (*i.e.*, contracts out for the tableting production of chlorinated isos and retains ownership or title to the raw materials).

Your firm is a toller (*i.e.*, produces tableted chlorinated isos under a service contract for other firm(s) and does not possess ownership or title to the raw materials).

IF YOUR FIRM IMPORTS GRANULAR/POWDER CHLORINATED ISOS THAT IS TABLETED UNDER A TOLLING ARRANGEMENT WITH A THIRD PARTY IN THE UNITED STATES, REPORT YOUR SHIPMENTS AND SALES OF THE TOLL-PRODUCED TABLETS IN YOUR U.S. IMPORTERS' QUESTIONNAIRE. THE TOLL PRODUCER SHOULD COMPLETE THOSE PARTS OF THIS U.S. PRODUCERS'/TABLETERS' QUESTIONNAIRE ASSOCIATED WITH ITS TOLL PRODUCTION.

II-7. **Foreign trade zone.**--Does your firm produce chlorinated isos in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-8. **Direct imports.**--Since January 1, 2013, has your firm imported chlorinated isos?

"Importer" – 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.

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

Definitions

Chlorinated Isos:

Granular/powder.--includes both trichloroisocyanuric acid or "**trichlor**," which has approximately 90 percent available chlorine, and sodium dichloroisocyanurate or "**dichlor**" both in anhydrous form, with approximately 62 to 63 percent available chlorine, and in dihydrate form, with approximately 55.0 to 57.1 percent available chlorine.

Tablets.--Multi-function tablets and sticks made from trichlor or dichlor. Some tablets may contain additives including algacides, clarifiers or other materials.

Establishment.--Each facility of a firm involved in the production, importation, and/or purchase of chlorinated isos (as defined above), including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

"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.

"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.

U.S. shipments of chlorinated isos are divided into: (1) U.S. commercial shipments, (2) internal consumption, (3) transfers to related firms within the United States, and (3) shipped for toll conversion.

"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 shipment 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.

"Shipped for toll conversion" is defined as shipments of granular/powder chlorinated isos to a toller for conversion into tableted chlorinated isos under a toll agreement.

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

II-9. **GRANULAR/POWDER CHLORINATED ISOS.**--Report your firm's production capacity, production, shipments, and inventories to the production of all granular/powder chlorinated isos in its U.S. establishment(s). Include both production of trichlor or dichlor chlorinated isos. Do not report data on repackaging and/or resales.

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2013	2014	2015
Average production capacity ¹ (quantity) (A)			
Beginning-of-period inventories (quantity) (B)			
Production (quantity) (C)			
U.S. shipments of granular/powder chlorinated isos:			
Commercial shipments ²			
Quantity of commercial shipments (D)			
Value of commercial shipments (E)			
Internal consumption ³			
Quantity of internal consumption (F)			
Value ⁴ of internal consumption (G)			
Transfers to related firms ⁵			
Quantity of transfers (H)			
Value ⁴ of transfers (I)			
Shipped for toll conversion ⁶			
Quantity of merchandise shipped for tolling (J)			
Value of merchandise shipped for tolling (K)			
Value tolling fee contracted/paid (L)			
Export shipments of granular/powder chlorinated isos ⁷			
Quantity of export shipments (M)			
Value of export shipments (N)			
End-of-period inventories (quantity) (O)			
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/>			
<p>² Commercial shipments (row D) in this table are understood to relate to arms-length sales of chlorinated isos in powder and/or granular form.</p>			
<p>³ Internal consumption (row F) in this table is understood to relate to any powder and/or granular chlorinated isos used in your firm's internal processes, including further downstream processing into tableted product.</p>			
<p>⁴ Internal consumption (row G) and transfers to related firms (row I) must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.):</p> <hr/>			
<p>⁵ Transfers to related firms (row H) is understood to be merchandise shipped to related firms but which is not subject to a toll arrangement.</p>			
<p>⁶ Merchandise shipped for toll conversion (row J) is understood to be related to any powder/granular chlorinated isos your firm ships to a third party (related or not) for conversion into tablets under a toll arrangement.</p>			
<p>⁷ Identify your firm's principal export markets: _____.</p>			

II-9. **GRANULAR/POWDER CHLORINATED ISOS**--Continued

RECONCILIATION INVENTORIES, SHIPMENT, AND PRODUCTION--Generally, the data reported for the end-of-period inventories (i.e., line O) 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, J, and M). 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, etc.)

Reconciliation item	Calendar years		
	2013	2014	2015
B + C - D - F - H - J - M - O should = zero ("0") ¹	0	0	0
¹ Reason for inventories, production and shipment data not balancing if reconciliation line not returning zero ("0"):			

II-10. **TABLETED CHLORINATED ISOS**--Report your firm's production capacity, production, shipments, and inventories related to the production of **all tableted chlorinated isos (including trichlor tablets, dichlor tablets, and blended tablets)** in its U.S. establishment(s). Do not report data on repackaging and/or resales.

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2013	2014	2015
Average production capacity ¹ (quantity) (A)			
Beginning-of-period inventories (quantity) (B)			
Production of tablets:			
From <u>internally produced</u> granular/powder isos (C)			
From <u>purchases of U.S.-produced</u> granular/powder chlorinated isos (D)			
From <u>imported</u> granular/powder chlorinated isos (E)			
From granular/powder chlorinated isos that was transferred to your firm pursuant to a toll arrangement (F) ²			
Finished tablets returned to tolee by toller (quantity) (G) ³			
Total available for shipment	0	0	0

Table continued next page.

II-10. **TABLETED CHLORINATED ISOS**.--Continued

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2013	2014	2015
U.S. shipments of tableted isos:			
Commercial shipments:			
Quantity (H)			
Value (I)			
Internal consumption:			
Quantity (J)			
Value ⁴ (K)			
Transfers to related firms:			
Quantity (L)			
Value ⁴ (M)			
Toll production returned:			
Quantity shipped back to tollee (N)			
Value fee(s) received for returned tablets (O)			
Export shipments of tableted: ⁵			
Quantity of export shipments (P)			
Value of export shipments (Q)			
End-of-period inventories (quantity) (R)			
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>			
<p>² Report the data here for tablets your firm produced under a toll arrangement (you are the toller) for which you are receiving a fee your production services. To the degree to which the product is shipped back to the tollee within the period of production those data should also be reported in line N of this data table.</p>			
<p>³ Report the data here for tablets your firm received under a toll arrangement for which you paid a third party to convert into tablets. Any sales or shipments of the tablets into the market should be reported under commercial shipments, internal consumption, or transfers to related firms (e.g., not under "toll production returned").</p>			
<p>⁴ Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p>			
<p>⁵ Identify your firm's principal export markets: _____.</p>			

II-10. **TABLETED CHLORINATED ISOS**--Continued

RECONCILIATION INVENTORIES, SHIPMENT, AND PRODUCTION.--Generally, the data reported for the end-of-period inventories (i.e., line R) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C, D, E, and F), plus tableted isos that you had toll produced and returned to your firm prior to shipment to a customer (i.e., G) less total shipments (i.e., lines H, J, L, N, and P). 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, etc.)

Reconciliation item	Calendar years		
	2013	2014	2015
B + C + D + E + F + G - H - J - L - N - P - R should = zero ("0") ¹	0	0	0
¹ Reason for inventories, production and shipment data not balancing if reconciliation line not returning zero ("0"):			

II-11. **Related firms.**--If your firm reported transfers to related firms in question II-9 or II-10, 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-12. Channels of Distribution.—

- a. **Granular/powder form.**--Report your firm's total U.S. commercial shipments of granular/powder form chlorinated isos, by channel of distribution from its U.S. establishment(s) during the specified periods.

Quantity (in short tons)			
Item	Calendar years		
	2013	2014	2015
Channels of distribution for commercial U.S. shipments of GRANULAR/POWDER chlorinated isos:			
To distributors (<i>quantity</i>)			
To repackers/tableters (<i>quantity</i>)			
To retailers (<i>quantity</i>)			
To industrial market (<i>quantity</i>)			
Total U.S. commercial shipments	0	0	0

RECONCILIATION OF CHANNELS.--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-9 (i.e., line D) 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-9 or II-11a need to be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2013	2014	2015
Should equal to zero (revise data in II-9 or II-11a if not zero)	0	0	0

II-12. **Channels of Distribution.**—

- b. **Tablets.**--Report your firm's total U.S. commercial shipments of tableted chlorinated isos, by channel of distribution from its U.S. establishment(s) during the specified periods.

Quantity (in short tons)			
Item	Calendar years		
	2013	2014	2015
Channels of distribution for commercial U.S. shipments of TABLETED chlorinated isos:			
To distributors (<i>quantity</i>)			
To repackers (<i>quantity</i>)			
To retailers (<i>quantity</i>)			
To industrial market (<i>quantity</i>)			
Total U.S. commercial shipments	0	0	0

RECONCILIATION OF CHANNELS.--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-10 (i.e., line H) 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-10 or II-11b need to be revised prior to submission to the Commission.

Reconciliation item	Calendar years		
	2013	2014	2015
Should equal to zero (revise data in II-10 or II-11b if not zero)	0	0	0

II-13. **Employment Data.**--Report your firm's total number of production-related workers, hours worked, and wages paid to production workers of chlorinated isos, at its U.S. establishment(s) during the specified periods.

"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.

"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.

Item	Calendar years		
	2013	2014	2015
Average number of PRWs (number):			
In relation to <u>granular/powder</u> chlorinated isos operations			
In relation to <u>tableted</u> chlorinated isos operations			
Hours worked by PRWs (1,000 hours):			
In relation to <u>granular/powder</u> chlorinated isos operations			
In relation to <u>tableted</u> chlorinated isos operations			
Wages paid to PRWs (in 1,000s of dollars):			
In relation to <u>granular/powder</u> chlorinated isos operations			
In relation to <u>tableted</u> chlorinated isos operations			

Note.—If your firm produces both tablets and granular/powder, the employment data reported relating to "tableted" chlorinated isos should only relate the incremental employees, hours, and wages after the granular/powder form merchandise was produced.

II-14(a). **Purchases of GRANULAR/POWDER chlorinated isos.**--Other than direct imports, has your firm otherwise purchased granular/powder chlorinated isos since January 1, 2013?

“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. (Note if your firm is an importer, you need to complete the U.S. importers' questionnaire).

No Yes--Report such purchases below for the specified periods.¹ **Your firm must also complete the U.S. Purchasers' Questionnaire.**

(Quantity in short tons)			
Item	Calendar years		
	2013	2014	2015
Purchases from U.S. importers² of chlorinated isos from--			
China			
Spain			
All other countries			
Purchases from domestic suppliers³			
¹ Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/> <hr/>			
² Please list the name of the firm(s) from which your firm purchased this imported product. If your firm's suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>			
³ Please list the name of the firm(s) from which your firm purchased this domestically produced product. <hr/> <hr/>			

II-14(b). **Purchases of TABLETED chlorinated isos.**--Other than direct imports, has your firm otherwise purchased tableted chlorinated isos since January 1, 2013?

"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 **Your firm must also complete the U.S. Purchasers' Questionnaire.**

(Quantity in short tons)			
Item	Calendar years		
	2013	2014	2015
Purchases from U.S. importers² of chlorinated isos from--			
China			
Spain			
All other countries			
Purchases from domestic producers:²			
Purchases from other sources:²			
¹ Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/> <hr/>			
² Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>			

II-15. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your firm's operations or organization (as noted above) relating to the production of chlorinated isos in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce chlorinated isos (in short tons) for 2016 and 2017.**

For questions II-16 to II-18, if your firm's response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-16. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your firm's operations or organization (as noted above) relating to the production of chlorinated isos in the future if the antidumping duty orders on chlorinated isos from China and Spain were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce chlorinated isos (in short tons) for 2016 and 2017.**

II-17. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of chlorinated isos from China and Spain in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

II-18. **Likely effect of revocation of orders.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of chlorinated isos in the future if the antidumping duty orders on chlorinated isos from China and Spain were to be revoked?

No

Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

II-19. **Other explanations:**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative 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.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Charles Yost** (202-205-3432, Charles.yost@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 chlorinated isos:

2. Does your firm prepare profit/loss statements for chlorinated isos:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes chlorinated isos, as well as specific statements and worksheets) used to compile these data.

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 the products your firm produces in the facilities used to produce chlorinated isos, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Granulated/powder chlorinated isos	%
Tableted chlorinated isos	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of chlorinated isos from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

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

III-7. **Inputs from related suppliers.**--Please identify the inputs used in the production of chlorinated isos that your firm purchases from related suppliers and that are reflected in table III-9a. 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 supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on chlorinated isos) in a manner consistent with the firm's accounting books and records.

Yes

No--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.

Explanatory note for questions III-9a through III-9d: U.S. firms are requested to report their sales and costs as follows:

For **integrated firms** (firms producing granulated and powder with tableting operations):

- Question III-9a.—Granulated/Powder operations only with internal consumption/transfers of granulated/powder for tableting to be reported in III-9b.
- Question III-9b.--Tablet operations (including sales by tollees which were toll produced into tablets by another firm)

U.S. firms that produce chlorinated isos in **granular/powder form** complete **question III-9a**. If your firm transfers or internally consumes the granular/powder forms for **purposes other than to make a tableted form** of chlorinated isos, report the internal consumption/transfers in question III-9a.

U.S. firms that produce chlorinated isos in granular/powder form and **subsequently performs tableting**, please complete **question III-9b** in addition to question III-9a for the tableting portion of your operations only. Question III-9b requests the commercial sales quantity and value of the tableted material, the transferred-in raw material costs of the granulated product, and the incremental costs of producing the tableted material.

•
For **tableters** (firms with only tableting operations)

- Question III-9c.--Tablet operations for own account
- Question III-9d.—Tablet operations when done as a toller (converting into tablets another firm's granular/powder isos).

For **independent tableters**: U.S. firms that produce and sell commercially chlorinated isos in tablet form from purchased granular chlorinated isos, complete **question III-9c**. Do not include any data related to your firm's repackaging operations.

For **tollers** :U.S. firms that toll-process granular chlorinated isos to produce tableted chlorinated isos for a fee from tollee firms that supply the granulated chlorinated isos, complete **question III-9d**. Independent tableters should complete question III-9c regarding their own commercial operations and III-9d for their toll operations on behalf of tollees.

III-9a. **Operations on granular/powder chlorinated isos not used in tableting** Report the revenue and related cost information requested below on the chlorinated isos operations of your firm's U.S. establishment(s).¹ Do not report resales of purchased products. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years. Do not include any data related to your firm's repackaging operations.

Quantity (in short tons) and value (in \$1,000)			
Item	Fiscal years ended--		
	2013	2014	2015
Net sales quantities: ²			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities	0	0	0
Net sales values: ²			
Commercial sales ("CS")			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
Cost of goods sold (COGS): ³			
Raw materials			
Direct labor			
Other factory costs			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² 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. IC and Transfers for producing tableted chlorinated isos should be reported in III-9b.
³ COGS (whether for domestic or export sales) should include costs associated with CS IC, and Transfers.

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

III-9b. **Operations on tableted chlorinated isos by producers with production of granular/powder product.**--Report the revenue and related cost information requested below on the tableted chlorinated isos operations of your firm's U.S. establishment(s).¹ Do not report resales of purchased products. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years. **Only U.S. firms that produce granular/powder chlorinated isos and convert their granulated chlorinated isos into tableted chlorinated isos should respond to this question.**

Item	Quantity (in short tons) and value (in \$1,000)		
	Fiscal years ended--		
	2013	2014	2015
Net sales quantities: ²			
Net sales values: ²			
Cost of goods sold (COGS): ³			
Raw materials-- transferred in/purchased cost ⁴			
Raw materials—incremental tableting cost ⁵			
Direct labor—incremental tableting cost ⁵			
Other factory costs—incremental tableting cost ⁵			
Conversion fee paid to toller ⁶			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² 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.

³ COGS are the costs associated with tableting the granular/powder chlorinated isos your firm produced. For the raw materials transferred from your production of granular/powder chlorinated isos, report the production cost and the the incremental cost of tableting, e.g., binder or other materials. Similarly, labor and other factory costs are those costs associated with tableting the transferred in granular/powder chlorinated isos.

⁴ The "transferred in" value reported here should represent the fully accumulated cost of granular/powder production that is being tableted (including the raw materials used to created the granular/powder form chlorinated isos AND the direct labor costs of granular/powder production, AND the factory overhead costs that accrued to the merchandise during granular/powder production). The "transferred in" raw material cost should approximate the cost of purchasing granular/powder form chlorinated isos for tableting operations.

⁵ The " incremental tableting costs" (RM, DL, and OFC) lines should relate solely to the tableting portion of your firms production operations. In others, the additional marginal costs for converting granular/powder form chlorinated isos into tablets.

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

III-9c. **Operations on tableted chlorinated isos by tableters.**--Report the revenue and related cost information requested below on the tableted chlorinated isos operations of your firm's U.S. establishment(s). Provide data for your firm's three most recently completed fiscal years. **Only U.S. firms that produce tableted chlorinated isos from purchased granular product should respond to this question. Do not respond to this question if your firm produces granular chlorinated isos.**

Quantity (in short tons) and value (in \$1,000)			
Item	Fiscal years ended--		
	2013	2014	2015
Net sales quantities²			
Net sales values²			
Cost of goods sold (COGS):³			
Granular/powder purchases—domestic ⁴			
Granular/powder purchases —imported ⁵			
Additional raw materials ⁶			
Direct labor			
Other factory costs			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² 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.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.
⁴ Provide a description of the primary domestic raw materials, including granular products provided to your firm, and identify the U.S. producer(s): _____
⁵ Provide a description of the primary imported raw materials, including granular products provided to your firm, and identify their country of origin: _____
⁶ Binder or materials other than granulated chlorinated isos.

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

III-9d. **Operations on tableted chlorinated isos by TOLLER.**--Report the revenue and related cost information requested below on the tableted chlorinated isos operations of your firm's U.S. establishment(s).¹ **Only U.S. firms that produce tableted chlorinated isos from granular product provided by a tollee firm on a toll basis should respond to this question.**

Quantity (in short tons) and value (in \$1,000)			
Item	Fiscal years ended--		
	2013	2014	2015
Tolling operations: ²			
Net quantity tolled			
Net tolling revenue			
Total revenue from tolling operations	0	0	0
Cost of tolling services:			
Raw materials not supplied by tollee ³			
Direct labor			
Other factory costs			
Total cost of tolling services	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			
¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u> . ² 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. ³ For example, binder or materials other than chlorinated isos provided by tollee. .			

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

III-10. **Financial data reconciliation.**--The calculable line items from question III-9a (*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-11. **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-9a, III-9b or III-9c, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9a 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-9a, III-9b, or III-9c; i.e., if an aggregate nonrecurring item has been allocated to one of the tables, only the allocated value amount 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 chlorinated isos in table III-9a, III-9b, or III-9c.

	Fiscal years ended--		
	2013	2014	2015
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item and which table (III-9a, III-9b, or III-9c) where the nonrecurring item is classified.	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in table III-9a, III-9b, or III-9c. Value (\$1,000)		
1. , classified as			
2. , classified as			
3. , classified as			
4. , classified as			
5. , classified as			
6. , classified as			
7. , classified as			

III-12. **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-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in table III-9a.

III-13. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of chlorinated isos. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for chlorinated isos in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in table III-9a. 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--		
	2013	2014	2015
Total assets (net)¹			
Integrated producer¹			
Independent tableter²			
Toller³			
¹ Describe _____			
² Describe _____			
³ Describe _____			

III-14a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for chlorinated isos. Provide data for your firm's six most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2013	2014	2015
Integrated firm			
Capital expenditures			
Research and development expenses			
Independent tableter			
Capital expenditures			
Research and development expenses			
Toller			
Capital expenditures			
Research and development expenses			

¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____

² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____

III-14b. **Capital investment required to begin tableting operations.**—For tableters, discuss the main capital investments required to begin tableting operations (e.g., the cost of a tablet press). **Do not include any data related to your firm's repackaging operations.**

Capital investments	Value (in \$1,000)
Tablet press	
Other (specify)	
Other (specify)	
Other (specify)	
Other (specify)	

III-14c. **Cost components associated with tableting operations.**—For tableters, discuss the main cost components associated with tableting operations, as well as such components' percent of overall tableting costs in fiscal year 2013.

Cost component	Percent of total tableting costs
	%
	%
	%
	%
	%

III-14. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a, III-9c, III-12, and III-13 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-6 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-9a reconcile with data in question II-6?

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

III-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative 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 IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Tana Farrington (202-205-2389, Tana.Farrington@usitc.gov).

IV-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 IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers of the following products produced by your firm.

Product 1.-- Granular trichloroisocyanuric acid with approximately 90 percent available chlorine content (similar to ACL®90 or CDB®), sold in bulk packages equal to or greater than 1,000 pounds and less than or equal to 2,205 pounds.

Product 2.-- Granular sodium dichloroisocyanuric (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in bulk packages equal to or greater than 1,000 pounds and less than or equal to 2,205 pounds, sold for repackaging for pool treatment use.

Product 3.-- 3-inch or comparable trichlor tablets, with tablet volume of 6 to 8 ounces, in 35-55 pound containers.

Product 4.-- Blended 3-inch or comparable tablets, with tablet volume of 6 to 8 ounces, with approximately 85 to 90 percent available chlorine content, in 24-26 pound containers.

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).

During January 2013 –March 2016, 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 as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

If you are a toll producer that tablets chlorinated isos for another firm that in turn sells the end product into the market, do not report any pricing product data. The tollee (who owns the merchandise and sells it into the market) should report those pricing products.

IV-2(a). **Price 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, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
July-September								
October-December								
<p>¹ Net values (<i>i.e.</i>, 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.</p> <p>² Pricing product definitions are provided on the first page of Part IV.</p> <p>Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.</p> <p>Product 1:</p> <p>Product 2:</p> <p>Product 3:</p> <p>Product 4:</p>								

IV-2(c). **Pricing data methodology.**-- Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

--

Please note that the questions in this section refer to sales of granular, tabulated, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response OR provide information on such differences in response to question IV-26 below.

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

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

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

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

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

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

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

(b) On what basis are your firm's prices of domestic chlorinated isos usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced chlorinated isos in 2015 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
Share of 2015 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for U.S.-produced chlorinated isos (or check “not applicable” if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during 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 the typical lead time between a customer’s order and the date of delivery for your firm’s sales of its U.S.-produced chlorinated isos?

Source	Share of 2015 sales	Lead time (days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced chlorinated isos that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of chlorinated isos that are delivered the following distances from your firm's production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

IV-10. Geographical shipments.-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced chlorinated isos since January 1, 2013 (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.	<input type="checkbox"/>

IV-11. **End uses.**--

- (a) List the end uses of the chlorinated isos that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by chlorinated isos and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Chlorinated isos	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

- (b) Have there been any changes in the end uses of chlorinated isos since January 1, 2013? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since January 1, 2013	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-12. **Substitutes.--**

(a) Can other products be substituted for chlorinated isos?

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for chlorinated isos?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have there been any changes in the number or types of products that can be substituted for chlorinated isos since January 1, 2013? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since January 1, 2013	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Availability of supply.**--Has the availability of chlorinated isos in the U.S. market changed since January 1, 2013? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
Changes since January 1, 2013:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for chlorinated isos has changed since January 1, 2013, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since January 1, 2013					
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"/>	
Anticipated future demand					
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-15. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of chlorinated isos since January 1, 2013? Do you anticipate any future changes?

Changes in product range, product mix, or marketing			Explain
	No	Yes	
Changes since January 1, 2013	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. Conditions of competition.--

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-17.
<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 chlorinated isos since January 1, 2013?

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

IV-17. Supply constraints.--Has your firm refused, declined, or been unable to supply chlorinated isos since January 1, 2013 (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, being unable to meet timely shipment commitments, etc.)?

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

IV-18. Raw materials.-- Indicate how chlorinated isos raw materials prices have changed since January 1, 2013, and how you expect they will change in the future.

Raw materials prices	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 chlorinated isos.
Changes since January 1, 2013	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-19. **Price comparisons.**--Please compare market prices of chlorinated isos in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

--

IV-20. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss chlorinated isos supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and Spain, and (3) the world as a whole. Of particular interest is such data from 2013 to the present and forecasts for the future.

IV-21. **Export constraints.**--Describe how easily your firm can shift its sales of chlorinated isos between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting chlorinated isos between the U.S. and alternative country markets within a 12-month period.

--

IV-22. **Barriers to trade.**--Are your firm's exports of chlorinated isos subject to any tariff or non-tariff barriers to trade in other countries?

No	Yes	If yes, please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2013, or that are expected to occur in the future.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-23. **Interchangeability.**--Is chlorinated isos 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	Spain	Other countries
United States			
China	X		
Spain	X	X	
For any country-pair producing chlorinated isos 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-24. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between chlorinated isos 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	Spain	Other countries
United States			
China	X		
Spain	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 chlorinated isos, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p>			

IV-25. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for chlorinated isos since January 1, 2013. Indicate the share of the quantity of your firm's total shipments of chlorinated isos that each of these customers accounted for in 2015.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2015 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

IV-26. **Further explanation of granular, tablets, or blended tablets.**-- If your response to any question in part III above differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please use this space to describe any such differences.

IV-27. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV 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.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://www.usitc.gov/investigations/701731/2015/chlorinated_isocyanurates_china_and_spain/second_review_full.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire 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 MS Word questionnaire 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:** NACL

- **E-mail.**—E-mail the MS Word questionnaire to chris.cassise@usitc.gov; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

If your firm does not produce this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

Parties to this proceeding.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.