

## U.S. PRODUCERS' QUESTIONNAIRE

### Sodium Sulfate Anhydrous from Canada

This questionnaire must be received by the Commission by **April 11, 2019**  
*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 antidumping investigation concerning sodium sulfate anhydrous from Canada (Inv. No. 731-TA-1446 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website</b> _____
Has your firm produced sodium sulfate anhydrous (as defined on next page) at any time since January 1, 2016?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>SSAP</b>)</b>

#### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings 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**

\_\_\_\_\_  
**Email address**

**PART I.—GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to a petition filed on March 28, 2019, by Cooper Natural Resources, Inc., Fort Worth, Texas; Elementis Global LLC, East Windsor, New Jersey; and Searles Valley Minerals, Inc., Overland Park, Kansas. Antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2019/sodium\\_sulfate\\_anhydrous\\_canada/preliminary.htm](https://www.usitc.gov/investigations/701731/2019/sodium_sulfate_anhydrous_canada/preliminary.htm).

**Sodium sulfate anhydrous ("SSA")** covered by this investigation is also commonly referred to as "disodium sulfate," is produced in bulk, and contains a distribution of particles of various sizes determined using U.S. mesh series screens (the lower the mesh screen size, the coarser the particle; the higher the mesh screen size, the finer the particle). The particular distribution of particles of various sizes is contingent upon the producer and production process employed. Producers will often indicate the distribution of particle sizes contained in their merchandise as part of the product's specifications. SSA is utilized in a variety of products, including, but not limited to detergents, pulp and paper, glass, textiles, starch, carpet deodorizers, and livestock mineral feed.

The scope of this investigation covers sodium sulfate ( $\text{Na}_2\text{SO}_4$ ) (CAS Number 7757-82-6) that is anhydrous (i.e. contains no water), regardless of purity, grade, color, production method, and form of packaging, in which the percentage of particles between 20 mesh and 100 mesh, based on U.S. mesh series screens, ranges from 10-95% and the percentage of particles finer than 100 mesh, based on U.S. mesh series screens, ranges from 5-90%.

Excluded from the scope of this investigation are specialty sodium sulfate anhydrous ("SSA") products, which are products whose particle distributions fall outside the described ranges. Glauber's salt ( $\text{Na}_2\text{SO}_4 \cdot 10\text{H}_2\text{O}$ ), also known as sodium sulfate decahydrate, an intermediate product in the production of SSA that has no known commercial uses, is not included within the scope of the investigation, although some end-users may mistakenly refer to SSA as Glauber's salt. Other forms of sodium sulfate that are hydrous (i.e., containing water) are also excluded from the scope of the investigation.

Sodium sulfate anhydrous is currently imported under statistical reporting number 2833.11.50.10 of the Harmonized Tariff Schedule of the United States (HTSUS). It may also be imported under HTSUS statistical reporting numbers 2833.11.10.00, 2833.11.50.50, and 2833.19.00.00. The HTSUS provisions and CAS registry number are for convenience and customs purposes; the written description of the scope is dispositive.

**Reporting of information.**--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**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 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. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of sodium sulfate anhydrous and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 732(c)(4) of the Act (19 U.S.C. § 1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

**D-GRIDS tool.**--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage ([https://www.usitc.gov/trade\\_remedy/question.htm](https://www.usitc.gov/trade_remedy/question.htm)) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is *optional*. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

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

Yes       No

I-2. **Establishments covered.**--Provide the 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 sodium sulfate anhydrous, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			

<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: \_\_\_\_\_.

I-3. **Petitioner status.**--Is your firm a petitioner in this proceeding or a member firm of the petitioning entity?

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

I-4. **Petition support.**--Does your firm support or oppose the petition?

<b>Country</b>	<b>Support</b>	<b>Oppose</b>	<b>Take no position</b>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-5. **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-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing sodium sulfate anhydrous from Canada into the United States or that are engaged in exporting sodium sulfate anhydrous from Canada to the United States?

No       Yes--List the following information.

Firm name	Country	Affiliation



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

Further information on this part of the questionnaire can be obtained from Keysha Martinez (202-205-2136, [keysha.martinez@usitc.gov](mailto:keysha.martinez@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	

- II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of sodium sulfate anhydrous since January 1, 2016.

<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-3a. **Production using same machinery.**--Please report your firm's production of products using the same equipment, machinery, or employees as used to produce sodium sulfate anhydrous, and the combined production capacity on this shared equipment, machinery, or employees in the periods indicated.

**"Overall production capacity" or "capacity"** – 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).

Note.--If your firm does not produce any out-of-scope merchandise on the same machinery and equipment as scope merchandise then the "overall production capacity" numbers reported in this question should be exactly equal to the "average production capacity" numbers reported in question II-7. If, however, your firm does produce out-of-scope merchandise using the same machinery and equipment as scope merchandise, then the "average production capacity" reported in question II-7 should exclude the portion of "overall production capacity" that was used to produce this out-of-scope merchandise.

**"Production"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

<b>Quantity (in short tons)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Overall production capacity<sup>1</sup></b>			
<b>Production of:</b>			
Sodium sulfate anhydrous <sup>2</sup>	0	0	0
Other products <sup>3</sup>			
Subtotal, out-of-scope production	0	0	0
Total production using same machinery or workers	0	0	0
<sup>1</sup> Data reported for capacity (first line) should be greater than data reported for total production (last line). <sup>2</sup> Data entered for production of sodium sulfate anhydrous will populate here once reported in questions II-7 and II-8. <sup>3</sup> Please identify these products: _____.			

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on the following operating parameters:

<b>Hours per week</b>	<b>Weeks per year</b>



II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.

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

II-3e. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between sodium sulfate anhydrous and other products using the same equipment and/or labor?

No	Yes	If yes—(i.e., have produced other products or are able to produce other products) Please identify other actual or potential products.
<input type="checkbox"/>	<input type="checkbox"/>	

(ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-4. **Tolling.**--Since January 1, 2016, has your firm been involved in a toll agreement regarding the production of sodium sulfate anhydrous?

**"Toll agreement"**--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	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Foreign trade zones.**--

- (a) **Firm's FTZ operations.**--Does your firm produce sodium sulfate anhydrous in and/or admit sodium sulfate anhydrous into a foreign trade zone (FTZ)?

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

No	Yes	If yes-- Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) **Other firms' FTZ operations.**--To your knowledge, do any firms in the United States import sodium sulfate anhydrous into a foreign trade zone (FTZ) for use in distribution of sodium sulfate anhydrous and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Importer.**--Since January 1, 2016, has your firm imported sodium sulfate anhydrous?

**"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	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

II-7 and II-8. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of sodium sulfate anhydrous in its U.S. establishment(s) during the specified periods.

**"Average production capacity" or "capacity"** – 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"** – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**"Commercial U.S. shipments"** –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report 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"** – Product consumed internally by your firm. Such transactions are valued at fair market value.

**"Transfers to related firms"** –Shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"** –A firm that your firm solely or jointly owns, manages, or otherwise controls.

**"Export shipments"** –Shipments to destinations outside the United States, including shipments to related firms.

**"Inventories"** – Finished goods inventory, not raw materials or work-in-progress.

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

II-7a. **Production, shipment, and inventory data.—Continued**

## Naturally-produced sodium sulfate anhydrous

(i.e., sodium sulfate anhydrous that is produced from lake brine)

Quantity (in short tons) and value (in actual dollars)			
Item	Calendar years		
	2016	2017	2018
Average production capacity <sup>1</sup> (quantity) (A)			
Beginning-of-period inventories (quantity) (B)			
Production (quantity) (C)			
U.S. shipments: Commercial shipments: Quantity (D)			
Value (E)			
Internal consumption: <sup>2</sup> Quantity (F)			
Value <sup>2</sup> (G)			
Transfers to related firms: <sup>2</sup> Quantity (H)			
Value <sup>2</sup> (I)			
Export shipments: <sup>3</sup> Quantity (J)			
Value (K)			
End-of-period inventories (quantity) (L)			
<p><sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity ____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>			

**RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2016	2017	2018
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

II-7b. **Channels of distribution (NATURALLY-PRODUCED).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

**Naturally-produced sodium sulfate anhydrous**

Quantity (in short tons)			
Item	Calendar years		
	2016	2017	2018
<b>Channels of distribution:</b>			
<b>U.S. shipments:</b>			
To distributors (M)			
To end users (N)			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation	Calendar years		
	2016	2017	2018
M + N – D – F – H = zero ("0"), if not revise.	0	0	0

II-7c. **Employment data.**--Report your firm's employment-related data related to the production of naturally-produced sodium sulfate anhydrous and provide an explanation for any trends in these data.

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

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

**"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"** --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.

**Naturally-produced sodium sulfate anhydrous**

Item	Calendar years		
	2016	2017	2018
Average number of PRWs ( <i>number</i> )			
Hours worked by PRWs ( <i>actual hours</i> )			
Wages paid to PRWs ( <i>actual dollars</i> )			

II-8a. **Production, shipment, and inventory data.—Continued**

## Synthetically-produced sodium sulfate anhydrous

(i.e., sodium sulfate anhydrous that is a by-product of other chemical and manufacturing processes)

Quantity (in short tons) and value (in actual dollars)			
Item	Calendar years		
	2016	2017	2018
<b>Average production capacity</b> <sup>1</sup> (quantity) (A)			
<b>Beginning-of-period inventories</b> (quantity) (B)			
<b>Production</b> (quantity) (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity (D)			
Value (E)			
<b>Internal consumption:</b> <sup>2</sup>			
Quantity (F)			
Value <sup>2</sup> (G)			
<b>Transfers to related firms:</b> <sup>2</sup>			
Quantity (H)			
Value <sup>2</sup> (I)			
<b>Export shipments:</b> <sup>3</sup>			
Quantity (J)			
Value (K)			
<b>End-of-period inventories</b> (quantity) (L)			
<p><sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity ____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>			

**RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.**--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years		
	2016	2017	2018
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

II-8b. **Channels of distribution (SYNTHETICALLY-PRODUCED).**--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

**Synthetically-produced sodium sulfate anhydrous**

Quantity (in short tons)			
Item	Calendar years		
	2016	2017	2018
<b>Channels of distribution:</b>			
<b>U.S. shipments:</b>			
To distributors (M)			
To end users (N)			

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.*

Reconciliation	Calendar years		
	2016	2017	2018
M + N – D – F – H = zero ("0"), if not revise.	0	0	0



II-8c. **Employment data.**--Report your firm's employment-related data related to the production of synthetically-produced sodium sulfate anhydrous and provide an explanation for any trends in these data.

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

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

**"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"**—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.

**Synthetically-produced sodium sulfate anhydrous**

Item	Calendar years		
	2016	2017	2018
Average number of PRWs ( <i>number</i> )			
Hours worked by PRWs ( <i>actual hours</i> )			
Wages paid to PRWs ( <i>actual dollars</i> )			

Explanation of trends:

II-9. **Related firms.**--If your firm reported transfers to related firms in questions II-7 and/or II-8, please identify the firm(s) and indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-10. **Purchases.**-- Has your firm purchased sodium sulfate anhydrous produced in the United States or in other countries since January 1, 2016? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

**"Purchase"** – 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.

**"Import"** –A transaction to buy from a foreign supplier where your firm is the importer of record.

<b>No</b>	<b>Yes</b>	<b>If yes-- Report such purchases in the table below and explain the reasons for your firms' purchases.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

*Note:* If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

<b>(Quantity in short tons)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Purchases from U.S. importers<sup>1</sup> of sodium sulfate anhydrous from—</b>			
Canada			
All other sources			
<b>Purchases from domestic producers<sup>2</sup></b>			
<b>Purchases from other sources<sup>2</sup></b>			
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. <sup>2</sup> Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.			

II-11. **Imports.**--Since January 1, 2016, has your firm imported sodium sulfate anhydrous?

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	If yes-- <b><u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u></b>

II-12. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative box was not provided, 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 David Boyland (202-708-4725, david.boyland@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	

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 sodium sulfate anhydrous:  
\_\_\_\_\_
- 2. Does your firm prepare profit/loss statements for sodium sulfate anhydrous:  
 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 sodium sulfate anhydrous, as well as specific statements and worksheets) used to compile these data.*

III-3. Please indicate below how your company accounts for sodium sulfate anhydrous in its financial records:

- Product/co-product (Naturally-produced sodium sulfate anhydrous)**  
If your company accounts for sodium sulfate anhydrous as a product/co-product, please complete, as applicable, questions III-4 through III-12, and III-14 through III-21.
- Byproduct (Synthetically-produced sodium sulfate anhydrous)**  
If your company accounts for sodium sulfate anhydrous as a byproduct, please complete, as applicable, questions III-4 through III-9, and III-13 through III-21.

III-4. A. **Cost accounting system.**--For **product/co-product producers and byproduct producers**, please briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

B. For **co-product producers** only, please generally describe the joint and separable costs and their assignment to sodium sulfate anhydrous (as reported in question III-10).

Please identify relevant co-products.

C. For **byproduct producers** only, please describe how byproduct sodium sulfate anhydrous is normally accounted for in the company's financial results (e.g., deduction to primary product costs or as part of "other income").

Please generally describe the separable byproduct-related manufacturing/processing costs/expenses and/or SG&A expenses incurred (as reported in question III-13).

Please also identify the relevant primary product or products that yield byproduct sodium sulfate anhydrous.

III-5. **Allocation basis.**--For **product/co-product (natural) producers**, please briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses (as reported in question III-10).

--

For **byproduct (synthetic) producers**, please describe your firm's allocation basis, if any, for separable byproduct-related manufacturing/processing costs/expenses and/or SG&A expenses (as reported in question III-13).

--

III-6. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced sodium sulfate anhydrous, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Sodium sulfate anhydrous	%
	%
	%
	%
	%

III-7. **Inputs from related suppliers.**--Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of sodium sulfate anhydrous from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)? Note: For **byproduct (synthetic) producers**, relevant inputs in the context of this question relate to the further manufacturing/processing and sale of byproduct sodium sulfate anhydrous, not the primary product.

<b>Yes--Continue to question III-8</b>	<b>No--<u>Product/co-product (natural) producers</u> continue to question III-10. No--<u>Byproduct (synthetic) producers</u> continue to question III-13.</b>
<input type="checkbox"/>	<input type="checkbox"/>

III-8. **Inputs from related suppliers detailed.**--For product/co-product (natural) producers, please identify the inputs used in the production of sodium sulfate anhydrous that your firm purchases from related suppliers and that are reflected in question III-10. For byproduct (synthetic) producers, please identify the inputs used in the further manufacturing/processing and sale of byproduct sodium sulfate anhydrous that your firm purchases from related suppliers and that are reflected in question III-13. As applicable depending on producer type, for "Share of total COGS" and "Share of total separable byproduct costs/expenses" 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 your 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.

<b>Input</b>	<b>Related supplier</b>	<b>Share of total product/co-product COGS or Share of total separable byproduct costs/expenses</b>
<b>Input valuation as recorded in the firm's accounting books and records</b>		

III-9. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-8, were reported in questions III-10 or III-13, as applicable, in a manner consistent with your firm's accounting books and records.

<b>Yes</b>	<b>No</b>	<b>If no--In the space below and as applicable, please report the valuation basis of inputs purchased from related suppliers as reported in questions III-10 and III-13.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-10. **Product/co-product (naturally-produced) operations on sodium sulfate anhydrous.**--Report the revenue and related cost information requested below on the primary/co-product operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. 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.

Quantity (in short tons) and value (in actual dollars)			
Item	Fiscal years ended--		
	2016	2017	2018
<b>Net sales quantities:</b> <sup>2</sup>			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities	0	0	0
<b>Net sales values:</b> <sup>2</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>			
Raw materials			
Direct labor			
Other factory costs			
Total COGS	0	0	0
<b>Gross profit or (loss)</b>	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
<b>Operating income (loss)</b>	0	0	0
<b>Other expenses and income:</b>			
Interest expense			
All other expense items			
All other income items			
<b>Net income or (loss) before income taxes</b>	0	0	0
<b>Depreciation/amortization included above</b> <sup>4</sup>			
<p><sup>1</sup> Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.</p> <p><sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p><sup>3</sup> COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers</u>.</p> <p><sup>4</sup> To the extent the company incurred depreciation/amortization, which is included in reported COGS, SG&amp;A expenses, and/or all other expenses, please separately report these amounts for each year in this line item.</p>			

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



III-11. **Nonrecurring items (charges and gains) included in product/co-product (naturally-produced) sodium sulfate anhydrous financial results.**--For each annual period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in actual dollars*), as reflected in question III-10; i.e., if an aggregate nonrecurring item has been allocated to question III-10, only the allocated value amount included in question III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the financial results reported in question III-10.

Item	Fiscal years		
	2016	2017	2018
	Value (in actual dollars)		
Nonrecurring item 1			
Nonrecurring item 2			
Nonrecurring item 3			
Nonrecurring item 4			
Nonrecurring item 5			
Nonrecurring item 6			
Nonrecurring item 7			

**Nonrecurring item:** In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-10 where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

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 question III-11 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-11 identify where these items are reported in question III-10.

III-13. **Byproduct (synthetically-produced) operations on sodium sulfate anhydrous.**--Report the revenue and incremental cost/expense information requested below on the byproduct sodium sulfate anhydrous operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. 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.

<b>Quantity (in short tons) and value (in actual dollars)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>Net sales quantities:</b> <sup>2</sup>			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities	0	0	0
<b>Net sales values:</b> <sup>2</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
<b>Separable byproduct costs/expenses</b>			
Manufacturing/processing costs: <sup>3</sup>			
Selling, general, and administrative (SG&A) expenses <sup>4</sup>			
<b>Net byproduct revenue</b>			
<b>Depreciation/amortization included above</b> <sup>5</sup>			
<p><sup>1</sup> Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.</p> <p><sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p><sup>3</sup> Manufacturing/processing costs specific to or assignable to byproduct sodium sulfate anhydrous.</p> <p><sup>4</sup> SG&amp;A expenses specific to or assignable to byproduct sodium sulfate anhydrous, incurred to sell byproduct. As applicable, commissions paid to sales agent should be reported as a component of separable SG&amp;A expense, as opposed to a deduction to revenue.</p> <p><sup>5</sup> To the extent the company incurred depreciation/amortization, which is included in separable byproduct costs/expenses, please separately report these amounts for each year in this line item.</p>			

**Note: The remaining questions in this part of the U.S. producer questionnaire (Part III) should be completed, as applicable, by both product/co-product (natural) producers and byproduct (synthetic) producers.**

III-14. **Financial data reconciliation.**--As applicable, the calculable line items from questions III-10 and III-13 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?

		<p><b>If no--</b>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.</p>
<b>Yes</b>	<b>No</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Asset values.**—In the line item specific to the sodium sulfate anhydrous activity specific to your firm's operations, report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of sodium sulfate anhydrous. (Note: Byproduct (synthetic) producers should report total net assets that are specific or assignable to byproduct activity only; i.e., please do not include assets that are specific or assignable to primary product operations.) If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for sodium sulfate anhydrous in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent, as applicable, with relevant cost allocations in questions III-10 and III-13. 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 sodium sulfate anhydrous if these assets are also related to other products.**)

Value (in actual dollars)			
Item	Fiscal years ended--		
	2016	2017	2018
Product/co-product (natural) producers--total assets (net) <sup>2</sup>			
Byproduct (synthetic) producers--total assets (net) <sup>2</sup>			
<p><sup>1</sup> <u>Product/co-product producers</u>, please describe any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases: _____</p> <p><sup>2</sup> <u>Byproduct producers</u>, please describe any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases: _____</p>			

III-16. **Capital expenditures and research and development (R&D) expenses.**--In the line item specific to the sodium sulfate anhydrous activity specific to your firm's operations, report your firm's capital expenditures and R&D expenses related to sodium sulfate anhydrous. (Note: Byproduct producers should report capital expenditures and R&D expenses that are specific or assignable to byproduct activity only; i.e., please do not include capital expenditures and R&D expenses that are specific or assignable to primary product operations.) Provide data for your firm's three most recently completed fiscal years.

Value (in actual dollars)			
Item	Fiscal years ended--		
	2016	2017	2018
Product/co-product (natural) producers--capital expenditures <sup>1</sup>			
Byproduct (synthetic) producers--capital expenditures <sup>2</sup>			
Product/co-product (natural) producers--R&D expenses <sup>3</sup>			
Byproduct (synthetic) producers--R&D expenses <sup>4</sup>			
<sup>1</sup> Product/co-product (natural) producers, please describe the nature, focus, and significance of your firm's capital expenditures related to sodium sulfate anhydrous. _____ <sup>2</sup> Byproduct (synthetic) producers, please describe the nature, focus, and significance of your firm's capital expenditures related to sodium sulfate anhydrous. _____ <sup>3</sup> Product/co-product (natural) producers, please describe the nature, focus, and significance of your firm's R&D expenses related to sodium sulfate anhydrous. _____ <sup>4</sup> Byproduct (synthetic) producers, please describe the nature, focus, and significance of your firm's R&D expenses related to sodium sulfate anhydrous. _____			

III-17. **Data consistency and reconciliation.**--As applicable, please indicate whether your firm's financial data for questions III-10 and III-13, III-15, and III-16 are based on a calendar year or on 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-10 (product/co-product producers) and question III-13 (byproduct producers) should reconcile with the data reported in question II-7, respectively, as long as they are reported on the same calendar year basis.

**RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the relevant quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.

*Reconciliation specific to sodium sulfate anhydrous product/co-product (naturally-produced) operations:*

Reconciliation	Fiscal years ended--		
	2016	2017	2018
<b>Quantity:</b> Part II trade data for naturally-produced sodium sulfate anhydrous (lines D, F, H, and J) less financial total net sales quantity data from question III-10, = zero ("0").	0	0	0
<b>Value:</b> Part II trade data for naturally-produced sodium sulfate anhydrous (lines E, G, I, and K) less financial total net sales value data from question III-10, = zero ("0").	0	0	0

If applicable, do these data in question III-10 reconcile with relevant trade data in Part II?

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

*Reconciliation specific to sodium sulfate anhydrous byproduct (synthetic) operations:*

Reconciliation	Fiscal years ended--		
	2016	2017	2018
<b>Quantity:</b> Part II trade data for synthetically-produced sodium sulfate anhydrous (lines D, F, H, and J) less financial total net sales quantity data from question III-13, = zero ("0").	0	0	0
<b>Value:</b> Part II trade data for synthetically-produced sodium sulfate anhydrous (lines E, G, I, and K) less financial total net sales value data from question III-13, = zero ("0").	0	0	0

Do these data in question III-13 reconcile with relevant trade data in Part II?

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

III-18. **Effects of imports on investment.**--Since January 1, 2016, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of sodium sulfate anhydrous from Canada?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-19. **Effects of imports on growth and development.**--Since January 1, 2016, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of sodium sulfate anhydrous from Canada?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-20. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of sodium sulfate anhydrous from Canada?

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

III-21. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative box was not provided, 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 Emily Burke (202-205-3191, Emily.Burke@usitc.gov).

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

Name	
Title	
Email	
Telephone	

**PRICE DATA**

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2016 of the following products produced by your firm.

**Product 1.**—Sodium sulfate anhydrous in bulk, hopper cars (approximately 100 short tons)

**Product 2.**—Sodium sulfate anhydrous in bulk, trucks (approximately 25 short tons)

**Product 3.**—Sodium sulfate anhydrous in 2,000 pound supersacs

**Product 4.**—Sodium sulfate anhydrous in 50 pound bags

**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).**

IV-2a. During January 2016-December 2018, 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"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.



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

Report data in ***short tons*** and ***actual dollars*** (not 1,000s).

<b>(Quantity in short tons, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>		<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2016:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2017:</b>								
January-March								
April-June								
July-September								
October-December								
<b>2018:</b>								
January-March								
April-June								
July-September								
October-December								

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**Note.**--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1:

Product 2:

Product 3:

Product 4:

IV-2c. **Price data checklist.**--Please check that the pricing data in question IV-2(b) has been correctly reported.

Is the price data reported above:	<b>√ if Yes</b>
In actual dollars ( <b>not</b> \$1,000)?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in question II-7 or II-8 in each year?	<input type="checkbox"/>

IV-2d. **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.*

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of sodium sulfate anhydrous (*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.**-- On what basis are your firm's prices of domestic sodium sulfate anhydrous 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 sodium sulfate anhydrous in 2018 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	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)	Spot sales (for a single delivery)	
Share of 2018 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced sodium sulfate anhydrous (or check "not applicable" if your firm does not sell on a short-term, annual and/or long-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (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"/>
Indexed to raw material costs <sup>1</sup>	<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"/>
<sup>1</sup> Please identify the indexes used:				

IV-8. **Lead times.**--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced sodium sulfate anhydrous?

<b>Source</b>	<b>Share of 2018 sales</b>	<b>Lead time (Average number of days)</b>
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

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

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

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

**IV-10. Geographical shipments.--** In which U.S. geographic market area(s) has your firm sold its U.S.-produced sodium sulfate anhydrous since January 1, 2016 (check all that apply)?

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

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

End-use product	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	sodium sulfate anhydrous	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

IV-12. **Substitutes.**-- Can other products be substituted for sodium sulfate anhydrous?

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

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for sodium sulfate anhydrous has changed since January 1, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

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

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of sodium sulfate anhydrous since January 1, 2016?

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

**IV-15. Conditions of competition.--**

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

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

(b) If yes, have there been any changes in the business cycles or conditions of competition for sodium sulfate anhydrous since January 1, 2016?

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

**IV-16. Supply constraints.--**Has your firm refused, declined, or been unable to supply sodium sulfate anhydrous since January 1, 2016 (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.)?

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

**IV-17. Raw materials.--**How have sodium sulfate anhydrous raw material prices changed since January 1, 2016?

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

IV-18. **Interchangeability.**--Is sodium sulfate anhydrous 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	Canada	Other countries
United States		
Canada	X	
For any country-pair producing sodium sulfate anhydrous that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		



IV-19. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between sodium sulfate anhydrous 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	Canada	Other countries
United States		
Canada	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 sodium sulfate anhydrous, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-20. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for sodium sulfate anhydrous since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of sodium sulfate anhydrous that each of these customers accounted for in 2018.

	<b>Customer's name</b>	<b>Contact person</b>	<b>Email</b>	<b>Telephone</b>	<b>City</b>	<b>State</b>	<b>Share of 2018 sales (%)</b>
<b>1</b>							
<b>2</b>							
<b>3</b>							
<b>4</b>							
<b>5</b>							
<b>6</b>							
<b>7</b>							
<b>8</b>							
<b>9</b>							
<b>10</b>							

**IV-21. Competition from imports.--**

- (a) **Lost revenue.**--Since January 1, 2016: To avoid losing sales to competitors selling sodium sulfate anhydrous from Canada, did your firm:

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

- (b) **Lost sales.**--Since January 1, 2016: Did your firm lose sales of sodium sulfate anhydrous to imports of this product from Canada?

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

- (c) **The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS.**

If your firm indicated “yes” to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at [http://usitc.gov/trade\\_remedy/question.htm](http://usitc.gov/trade_remedy/question.htm). Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

<input type="checkbox"/>	No— Please explain.
<input type="checkbox"/>	Yes— Please complete the worksheet and submit via the Commission dropbox. <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>SSAP</b> )

- IV-22. Other explanations.**--If your firm would like to further explain a response to a question in Part IV for which a narrative response box was not provided, 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/701731/2019/sodium\\_sulfate\\_anhydrous\\_canada/preliminary.htm](https://www.usitc.gov/investigations/701731/2019/sodium_sulfate_anhydrous_canada/preliminary.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:** **SSAP**

- **E-mail.**—E-mail the MS Word questionnaire to [keysha.martinez@usitc.gov](mailto:keysha.martinez@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.