

## U.S. PURCHASERS' QUESTIONNAIRE

### Sodium Sulfate Anhydrous from Canada

This questionnaire must be received by the Commission by **January 8, 2020**

*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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm purchased or imported for own use sodium sulfate anhydrous (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2016?

**NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

**YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission *Drop Box* by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **SSAF**)

#### 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 submitting 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/final.htm](https://www.usitc.gov/investigations/701731/2019/sodium_sulfate_anhydrous_canada/final.htm)

**Sodium sulfate anhydrous** covered by this investigation includes sodium sulfate (Na<sub>2</sub>SO<sub>4</sub>) (Chemical Abstracts Service (CAS) Number 7757-82-6) that is anhydrous (i.e., containing 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 products, which are products whose particle distributions fall outside the described ranges. Glauber's salt (Na<sub>2</sub>SO<sub>4</sub>·10H<sub>2</sub>O), also known as sodium sulfate decahydrate, an intermediate product in the production of sodium sulfate anhydrous that has no known commercial uses, is not included within the scope of the investigation, although some end-users may mistakenly refer to sodium sulfate anhydrous 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 2833.11.5010 of the Harmonized Tariff Schedule of the United States (HTSUS). It may also be imported under HTSUS statistical reporting numbers 2833.11.1000, 2833.11.5050, and 2833.19.0000. The HTSUS provisions and CAS registry number are for convenience and customs purposes; the written description of the scope is dispositive.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing sodium sulfate anhydrous (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**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.

I-1a. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single response.**

**"Establishment"**--Each facility of a firm involved in the purchase of sodium sulfate anhydrous, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

I-1b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-1c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm: \_\_\_\_\_.

Lead attorney(s): \_\_\_\_\_.

I-2. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Extent of ownership (percent)</b>

I-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import sodium sulfate anhydrous into the United States or which export sodium sulfate anhydrous to the United States?

No       Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce sodium sulfate anhydrous?

No       Yes--List the following information.

<b>Firm name</b>	<b>Country</b>	<b>Affiliation</b>

**PART II.--PURCHASES**

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

Name	
Title	
Email	
Telephone	

II-1. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of sodium sulfate anhydrous.

**"Purchase"** – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

**"Import"** – Purchase directly from a foreign supplier and your firm is the importer of record.

Item	Calendar year			Jan-Sept
	2016	2017	2018	2019
	<b>Quantity (in short tons)</b>			
<b>Purchases of sodium sulfate anhydrous produced in--</b>				
United States				
Canada				
All other countries <sup>1</sup>				
Sources unknown <sup>2</sup>				
Total purchases	0	0	0	0
<b>Imports of sodium sulfate anhydrous from--</b>				
Canada				
All other countries <sup>1</sup>				
Total imports <sup>3</sup>	0	0	0	0
<sup>1</sup> Please identify these countries: _____. <sup>2</sup> Please indicate the firm(s) from which you purchased this merchandise: _____. <sup>3</sup> If your firm imported sodium sulfate anhydrous at any time since January 1, 2016, please also complete and return a U.S. importers' questionnaire in this proceeding.				

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of sodium sulfate anhydrous from different sources have changed since January 1, 2016.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Purchases of natural and synthetic sodium sulfate anhydrous.**--Report your firm's purchases of natural and synthetic sodium sulfate anhydrous.

Item	Calendar year			Jan-Sept
	2016	2017	2018	2019
	<b>Quantity (in short tons)</b>			
<b>Purchases and imports of—</b> Natural sodium sulfate anhydrous				
Synthetic sodium sulfate anhydrous				
Sodium sulfate anhydrous (type unknown)				
Total purchases	0	0	0	0

***RECONCILIATION OF PURCHASES.**--Please ensure that the quantities reported for total purchases of natural, synthetic, and unknown sodium sulfate anhydrous (i.e., II-3) in each time period equal the quantity reported for total purchases (i.e., II-1) 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.*

	2016	2017	2018	Jan-Sept 2019
Total Purchases (II-1) – Total Purchases (II-3)	0	0	0	0

II-4. **Changes in purchases of natural and synthetic sodium sulfate anhydrous.**--Please indicate how the shares of your firm's purchases of natural and synthetic sodium sulfate anhydrous have changed since January 1, 2016.

Type of sodium sulfate anhydrous	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
Natural	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Synthetic	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the sodium sulfate anhydrous market.

United States	Canada	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for sodium sulfate anhydrous since January 1, 2016. Also, provide the share of the quantity of your firm's total purchases of sodium sulfate anhydrous that each of these suppliers accounted for in 2018.

No.	Supplier's name	City and state	Share of quantity of 2018 purchases
1			%
2			%
3			%
4			%
5			%

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of sodium sulfate anhydrous (check all that apply)?

<b>End user</b>	<b>Distributor</b>	<b>Other</b>	<b>Describe other</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is a distributor of sodium sulfate anhydrous, please answer questions III-2 and III-3.*

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases sodium sulfate anhydrous?

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells sodium sulfate anhydrous?

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***If your firm is an end user of sodium sulfate anhydrous, please answer questions III-4 and III-5.***

III-4. **End uses.**--List the top 3 products your firm makes using sodium sulfate anhydrous and estimate the percent of your total production cost that is accounted for by sodium sulfate anhydrous and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	Sodium sulfate anhydrous		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

III-5. **Demand for end-use products.**--

(a) Has the demand for your firm's final products incorporating sodium sulfate anhydrous changed since January 1, 2016?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Has this had any effect on your firm's demand for sodium sulfate anhydrous?

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

III-6. **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"/>	

III-7. **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"/>	

III-8. **Country preferences.**--Do you or your customers ever specifically order sodium sulfate anhydrous from one country in particular over other possible sources of supply?

No	Yes	If yes, identify the countries and explain.
<input type="checkbox"/>	<input type="checkbox"/>	

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2018 purchases of sodium sulfate anhydrous that required sodium sulfate anhydrous produced in the United States.

	<b>Estimated percentage of your firm's total 2018 purchases of sodium sulfate anhydrous</b>
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (e.g., government purchases under "Buy American" provisions)	%
<b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>	%
<b>Purchases that were required to be domestic product for other reasons</b> (explain: )	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-10. **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?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> No	Skip to question III-11.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

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

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

III-11. **Competition between natural and synthetic sodium sulfate anhydrous.**--If your firm has knowledge of natural and synthetic sodium sulfate anhydrous, please answer the following questions. If not, please skip to III-13.

- (a) How frequently are natural and synthetic sodium sulfate anhydrous interchangeable (i.e., they can physically be used in the same applications? If never, please answer (b). If at least sometimes, please skip to (c).

Always	Usually	Sometimes	Never	Please explain.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Please indicate the different uses, if any, where your firm only uses natural or synthetic sodium sulfate anhydrous.

Type	Uses exclusive to the type of sodium sulfate anhydrous.
Natural	
Synthetic	

- (c) Do price changes in one type of sodium sulfate anhydrous affect the price for the other type of sodium sulfate anhydrous?

No	Yes	Please explain, indicating which type of sodium sulfate anhydrous affects the price of the other type of sodium sulfate anhydrous.
<input type="checkbox"/>	<input type="checkbox"/>	

- (d) Are there factors other than price that your firm considers when choosing between natural or synthetic sodium sulfate anhydrous?

No	Yes	Please list the non-price factors your firm considers when purchasing natural versus synthetic sodium sulfate anhydrous.
<input type="checkbox"/>	<input type="checkbox"/>	

- (e) Does the price of natural sodium sulfate anhydrous differ from the price of synthetic sodium sulfate anhydrous?

Always	Usually	Sometimes	Never	If at least sometimes, explain.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving sodium sulfate anhydrous based on its producer or country of origin?

Item	Always	Usually	Sometimes	Never	If at least sometimes, explain.
<b>Decision based on producer</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decision based on country of origin</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Availability of supply.**--Has the availability of sodium sulfate anhydrous in the U.S. market changed since January 1, 2016?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from Canada	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 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.)?

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

III-15. **Availability of specific product types.**--Are certain grades/types/sizes of sodium sulfate anhydrous only available from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of sodium sulfate anhydrous (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has this purchasing frequency changed since January 1, 2016?

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

III-17. **Raw material prices.**—

- (a) Is your firm familiar with the prices for raw materials used in the production of sodium sulfate anhydrous?

No	Yes – please answer (b)
<input type="checkbox"/>	<input type="checkbox"/>

- (b) Has information on raw material prices affected your firm's negotiations or contracts to purchase sodium sulfate anhydrous since 2016?

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

- III-18. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_\_ and \_\_\_\_\_ firms

III-19. **Supplier negotiations.**--Do your firm's purchases of sodium sulfate anhydrous usually involve negotiations between supplier and purchaser?

<b>No</b>	<b>Yes</b>	<b>If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

II-20. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2016?

<b>No</b>	<b>Yes</b>	<b>If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2016?

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

III-22. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell sodium sulfate anhydrous to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

<b>No</b>	<b>Yes</b>	<b>Number of days</b>	<b>Process and factors</b>
<input type="checkbox"/>	<input type="checkbox"/>		

III-23. **Failure to certify.**--Since January 1, 2016, have any domestic or foreign producers failed in their attempts to certify or qualify their sodium sulfate anhydrous with your firm or have any producers lost their approved status?

<b>No</b>	<b>Yes</b>	<b>If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.</b>
<input type="checkbox"/>	<input type="checkbox"/>	



III-24. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase sodium sulfate anhydrous (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-25. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for sodium sulfate anhydrous.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Payment terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-26. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of sodium sulfate anhydrous?

III-27. **Minimum quality.**--How often does sodium sulfate anhydrous from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-28. **Frequency of decisions based on price.**--How often does your firm purchase the sodium sulfate anhydrous that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-29. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the sodium sulfate anhydrous market since January 1, 2016.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-30. **Unsolicited offers.**—

(a) Since January 2016, has your firm received an unsolicited bid to sell your firm sodium sulfate anhydrous?

Source	No	Yes	Number firms giving unsolicited bids received in 2018
United States	<input type="checkbox"/>	<input type="checkbox"/>	
Canada	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Did any of these unsolicited bidders request that you break a contract?

No	Yes	If yes, please identify the firms, the countries where they are located, and what they requested.
<input type="checkbox"/>	<input type="checkbox"/>	

**III-31. Purchasing subject imports rather than domestic products.—**

(a) Since January 2016, did your firm import and/or purchase imports of sodium sulfate anhydrous from Canada instead of purchasing U.S.-produced sodium sulfate anhydrous?

<b>Source</b>	<b>Yes (also respond to parts (b) and (c))</b>	<b>No (If "No", skip to next question)</b>
Canada	<input type="checkbox"/>	<input type="checkbox"/>

(b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

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

(c) If you responded "Yes" to part (a), was price a primary reason for importing and/or purchasing subject imports rather than domestic product?

<b>Source</b>	<b>Yes</b>	<b>If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 2016 (in short tons)</b>	<b>No</b>	<b>If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product</b>
Canada	<input type="checkbox"/>		<input type="checkbox"/>	

**III-32. Role of Giles and Saltex in prices.—Explain how Giles and Saltex affect the price of sodium sulfate anhydrous?**

III-33. **U.S. producers and import competition.**—

- (a) Since January 1, 2016, in connection with a sale or offer to sell sodium sulfate anhydrous to your firm, did U.S. producers reduce their prices of domestically produced sodium sulfate anhydrous in order to compete with lower-priced imports of sodium sulfate anhydrous from Canada?

<b>Source</b>	<b>Yes (also respond to question part (b))</b>	<b>No (If “No”, skip to next question)</b>	<b>Don't know</b>
Canada	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If your firm responded “yes”, please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

<b>Source</b>	<b>Estimated reduction in U.S. prices (percent)</b>	<b>Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors</b>
Canada	%	

**PART IV.—PRODUCT COMPARISONS**

IV-1. **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

<b>Country-pair</b>	Canada	Other countries
United States		
Canada		
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-2. **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 purchases 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

<b>Country-pair</b>	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 purchases of sodium sulfate anhydrous, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how sodium sulfate anhydrous produced in each country you identified in your response to the first question in Part IV compares with sodium sulfate anhydrous produced in each of the other countries you identified.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

Factor	Product from <u>United States</u> compared to product from <u>Canada</u>			Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>Canada</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Payment terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART V.—ADDITIONAL INFORMATION**

- V-1. **Other explanations.**--If your firm would like to further explain a response to any question that for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

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- V-2. **OMB statistics.**--Please report 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 25 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.



## 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/final.htm](https://www.usitc.gov/investigations/701731/2019/sodium_sulfate_anhydrous_canada/final.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:** **SSAF**

- **E-mail.**—E-mail the MS Word questionnaire to [amelia.preece@usitc.gov](mailto:amelia.preece@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 purchase 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 your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.