

U.S. PRODUCERS' QUESTIONNAIRE

CORROSION INHIBITORS FROM CHINA

This questionnaire must be received by the Commission by **February 19, 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 and countervailing duty investigations concerning corrosion inhibitors from China (Inv. Nos. 701-TA-638 and 731-TA-1473 (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)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm produced corrosion inhibitors (as defined on next page) at any time since January 1, 2017?

☐

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: **CORR**)

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 petitions filed on February 5, 2020, by Wincom Incorporated, Blue Ash, Ohio. Countervailing and/or 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 subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2020/corrosion_inhibitors_china/preliminary.htm.

Corrosion inhibitors covered by these investigations is tolyltriazole (“TTA”) and benzotriazole (“BTA”). This includes tolyltriazole and benzotriazole of all grades and forms, including their sodium salt forms. Tolyltriazole is technically known as Tolyltriazole IUPAC 4,5 methyl benzotriazole. It can also be identified as methyl benzotriazole, tolutriazole, TTA, and TTZ.

Benzotriazole is technically known as IUPAC 1,2,3-Benzotriazole. It can also be identified as 1,2,3-Benzotriazole, 1,2-Aminozophenylene, 1H-Benzotriazole, and BTA.

All forms of tolyltriazole and benzotriazole, including but not limited to flakes, granules, pellets, prills, needles, powder, or liquids, are included within the scope of these petitions.

The scope includes tolyltriazole/sodium tolyltriazole and benzotriazole/sodium benzotriazole that are combined or mixed with other products. For such combined products, only the tolyltriazole/sodium tolyltriazole and benzotriazole/sodium benzotriazole component is covered by the scope of these investigations. Tolyltriazole and sodium tolyltriazole that have been combined with other products is included within the scope, regardless of whether the combining occurs in third countries.

Tolyltriazole, sodium tolyltriazole, benzotriazole and sodium benzotriazole that is otherwise subject to these investigations is not excluded when commingled with tolyltriazole, sodium tolyltriazole, benzotriazole, or sodium benzotriazole from sources not subject to these investigations. Only the subject merchandise component of such commingled products is covered by the scope of these investigations.

Tolyltriazole has the Chemical Abstracts Service (“CAS”) registry number 299385-43-1. Tolyltriazole is classified under Harmonized Tariff Schedule of the United States (“HTSUS”) 2933.99.82.20.

Sodium Tolyltriazole has the CAS registry number 64665-57-2 and is classified under HTSUS subheading 2933.99.82.90.

Benzotriazole has the CAS registry number #95-14-7 and is classified under HTSUS 2933.99.82.10.

Sodium Benzotriazole has the CAS registry number 15217-42-2. Sodium Benzotriazole is classified under HTSUS 2933.99.82.90.

Although the HTSUS subheadings and CAS registry numbers are provided for convenience and customs purposes, the written description of the scope of these investigations is dispositive.

Corrosion inhibitors are currently imported under statistical reporting numbers 2933.99.8210 of the Harmonized Tariff Schedule of the United States (HTSUS). They may also be imported under HTSUS statistical reporting numbers 2933.99.8220 and 2933.99.8290. In their solid form, tolyltriazole and benzotriazole are imported under HTS numbers 2933.99.8210 and 2933.99.8220, respectively. The liquid forms of tolyltriazole and benzotriazole are imported under the “other” HTS category, i.e. HTS 2933.99.8290. The HTSUS provisions 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.

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) 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, contact person's title, 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-2a. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. **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 corrosion inhibitors, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

¹ Additional discussion on establishments consolidated in this questionnaire: _____.

- I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: _____.

- I-2c. **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-3. **Petitioner status.**--Is your firm a petitioner in this proceeding or a member firm of the petitioning entity?

No	Yes
☐	☐

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

Country	Support	Oppose	Take no position
China (AD)	☐	☐	☐
China (CVD)	☐	☐	☐

I-5. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information, relating to the ultimate parent/owner.

Firm name	Country	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 corrosion inhibitors from China into the United States or that are engaged in exporting corrosion inhibitors from China to the United States?

☐ No ☐ Yes--List the following information.

Firm name	Country	Affiliation

[illegible]

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Lawrence Jones** (202-205-3358, Lawrence.jones@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 or processing of corrosion inhibitors since January 1, 2017.

<i>(check as many as appropriate)</i>		<i>(If checked, please describe; leave blank if not applicable)</i>
☐	plant openings	
☐	plant closings	
☐	relocations	
☐	expansions	
☐	acquisitions	
☐	consolidations	
☐	prolonged shutdowns or production curtailments	
☐	revised labor agreements	
☐	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 corrosion inhibitors, 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.

Quantity (in pounds, dry weight)			
Item	Calendar years		
	2017	2018	2019
Overall production capacity¹			
Production of:			
Corrosion inhibitors ²	0	0	0
Other products ³			
Total production using same machinery or workers	0	0	0
¹ Data reported for capacity (first line) should be greater than data reported for total production (last line). ² Data entered for production of corrosion inhibitors will populate here once reported in question II-7 and II-9. ³ Please identify these products: _____.			

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

Hours per week	Weeks per year

- 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-4. **Product shifting.**—

- (a) Is your firm able to switch production (capacity) between corrosion inhibitors 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.
☐	☐	

- (b) 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-5. **Tolling**--Since January 1, 2017, has your firm been involved in a toll agreement regarding the production of corrosion inhibitors?

“Toll agreement”--Agreement between two firms whereby the first firm (“**TOLLEE**”) furnishes the raw materials and the second firm (“**TOLLER**”) 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- For all such agreements entered into by your firm, please indicate whether your firm was the Toller (the producer of corrosion inhibitors) or tollee (the firm that furnished the inputs to the Toller).

Our firm	Other firm(s)	Special instruction
☐ Toller	Please name the tollee(s): _____	Provide data on your firm's toll production and shipments in question II-7
☐ Tollee ¹	Please name the toller(s): _____	Provide data on shipments into the market of merchandise that was toll produced in question II-8
¹ Please describe the toll arrangement(s) and identify the raw material input that your firm provided the toller(s): _____		

II-6. **Foreign trade zones.**--

- (a) **Firm's FTZ operations.**--Does your firm produce corrosion inhibitors in and/or admit corrosion inhibitors 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 designated 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).
☐	☐	

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

No	Yes	If yes--Identify the firms and the FTZs.
☐	☐	

- II-7. **Production, shipment, and inventory data**-- **PRODUCER/TOLLER**--Report your firm's production capacity, production, shipments, and inventories related to the production of corrosion inhibitors in its U.S. establishment(s) during the specified periods, whether your firm produced corrosion inhibitors for its own account or toll produced corrosion inhibitors for another firm. Do not report data in this grid if your firm is the tollee for corrosion inhibitors produced by a toll producer.

"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 firms. Such transactions are valued at fair market value.

"Related firm" –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

"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.—PRODUCER/TOLLER

Quantity (in pounds, dry weight) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
Average production capacity¹ (quantity) (A)			
Beginning-of-period inventories (quantity) (B)			
Production (quantity) (C)			
U.S. shipments:			
Commercial shipments:			
Quantity (D)			
Value (E)			
Internal consumption:²			
Quantity (F)			
Value ² (G)			
Transfers to related firms:²			
Quantity (H)			
Value ² (I)			
Tolled merchandise returned to tollee:			
Quantity (J)			
Value ³ (K)			
Export shipments:⁴			
Quantity (L)			
Value (M)			
End-of-period inventories (quantity) (N)			
¹ 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 ____. ² 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. ³ Value of tolled merchandise returned to tollee should reflect the toll conversion fee received for production of subject merchandise. ⁴ Identify your firm's principal export markets: _____.			

II-7a. **Production, shipment, and inventory data.—PRODUCER/TOLLER**

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line N) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, J, and L). 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		
	2017	2018	2019
B + C – D – F – H – J – L – N = should equal zero ("0") or provide an explanation. ¹	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.			

II-7b. **Channels of distribution.**--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.

PRODUCER/TOLLER

Quantity (in pounds, dry weight)			
Item	Calendar years		
	2017	2018	2019
Channels of distribution:			
U.S. shipments:			
To distributors (O)			
To end users (P)			
To processors (R)			

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines O, P, and R) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H, and J) 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		
	2017	2018	2019
O + P + R – D – F – H – J = zero ("0"), if not revise.	0	0	0

- II-7c. **Employment data.**--Report your firm's employment-related data related to the production of corrosion inhibitors 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.

PRODUCER/TOLLER

Item	Calendar years		
	2017	2018	2019
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>hours</i>)			
Wages paid to PRWs(dollars)			

Explanation of trends:

--

- II-8. **Conversion operations.**-- Since January 1, 2017, has your firm further processed or refined or purified corrosion inhibitors or converted solid corrosion inhibitors into liquid corrosion inhibitors?

No	Yes	If yes--Please describe the nature and extent of the following items in relation to your firm's refining/purifying/conversion operations in the United States.	
☐	☐	Capital investments	
		Technical expertise	
		Value added	
		Employment	
		Quantity, type, and source of parts	
		Costs and activities	

- II-9a. **Production, shipment, and inventory data.--PROCESSOR/TOLLEE** — Report your firm's capacity, production, shipments, and inventories related to the processing of corrosion inhibitors, whether toll-produced by another firm or purchased from another firm, in its U.S. establishment(s) during the specified periods. Do not report data in this grid if your firm produces the corrosion inhibitor chemicals.

PROCESSOR/TOLLEE

Quantity (in pounds, dry weight) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
Beginning-of-period inventories (quantity) (S)			
Processing of corrosion inhibitors. --			
Domestic toll produced (quantity) (T)			
Purchased domestic (quantity) (U)			
Purchased subject imports (quantity) (V)			
Purchased nonsubject imports (quantity) (W)			
Total production (quantity) (X)	0	0	0
U.S. shipments:			
Commercial shipments:			
Quantity (Y)			
Value (Z)			
Internal consumption:			
Quantity (AA)			
Value ¹ (AB)			
Transfers to related firms:			
Quantity (AC)			
Value ¹ (AD)			
Export shipments:²			
Quantity (AE)			
Value (AF)			
End-of-period inventories (quantity) (AG)			
¹ 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 _____. ² 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. ³ Identify your firm's principal export markets: _____.			

II-9a. Production, shipment, and inventory data.--PROCESSOR/TOLLEE --

***RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.**--Generally, the data reported for the end-of-period inventories (i.e., line AG) should be equal to the beginning-of-period inventories (i.e., line S), plus production (i.e., lines T, U, V, and W), less total shipments (i.e., lines Y, AA, AC, and AE). 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		
	2017	2018	2019
S + T + U + V + W – Y – AA – AC – AE – AG = should equal zero ("0") or provide an explanation. ¹	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:_____.			

II-9b. **Channels of distribution.**--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.

PROCESSOR/TOLLEE

Quantity (in pounds, dry weight)			
Item	Calendar years		
	2017	2018	2019
Channels of distribution:			
U.S. shipments:			
To distributors (AH)			
To end users (AI)			
To processors (AJ)			

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines AH, AI, and AJ) in each time period equal the quantity reported for U.S. shipments (i.e., line Y, AA, AC) 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		
	2017	2018	2019
$AH + AI + AJ - Y - AA - AC = \text{zero ("0")}$, if not revise.	0	0	0

II-9c. **U.S. shipments by type.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by product type.

PROCESSOR/TOLLEE

Quantity (in pounds, dry weight); value (in dollars)			
Item	Calendar years		
	2017	2018	2019
U.S. shipments: Tolyltriazole / sodium tolyltriazole: Quantity (AK)			
Value (AL)			
Benzotriazole / sodium benzotriazole: Quantity (AM)			
Value (AN)			

RECONCILIATION OF US SHIPMENTS BY TYPE--Please ensure that the quantities and value reported for U.S. shipments by type (i.e., lines AK through AN) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines Y through AD) 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		
	2017	2018	2019
Quantity: AK + AM - Y- AA - AC = zero ("0"), if not revise.	0	0	0
Value: AL + AN - Z- AB - AD = zero ("0"), if not revise.	0	0	0

- II-9d. **Employment data.**--Report your firm's employment-related data related to the production of corrosion inhibitors 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.

PROCESSOR/TOLLEE

Item	Calendar years		
	2017	2018	2019
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>hours</i>)			
Wages paid to PRWs (dollars)			

Explanation of trends:

- II-10. **Related firms.**--If your firm reported transfers to related firms in question II-7, 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.

- II-11. **Purchases.**--Has your firm purchased corrosion inhibitors produced in the United States or in other countries since January 1, 2017? (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.

No	Yes	If yes--Report such purchases in the table below and explain the reasons for your firms' purchases.
☐	☐	

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

(Quantity in pounds, dry weight and Value in dollars)			
Item	Calendar years		
	2017	2018	2019
Purchases from U.S. importers¹ of corrosion inhibitors from—			
China.—			
Quantity			
Value			
All other sources.—			
Quantity			
Value			
Purchases from domestic producers² .—			
Quantity			
Value			
Purchases from other sources³			
Quantity			
Value			
¹ 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: _____. ² Please list the name of the U.S. producer(s) from which your firm purchased this product: _____. ³ Please list the name of the firm(s) from which your firm purchased this product: _____.			

- II-12. **Imports.**--Since January 1, 2017, has your firm imported corrosion inhibitors?

No	Yes	
☐	☐	If yes--<u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>

- II-13. **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.

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PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Samuel Varela-Molina (202-205-3429, Samuel.Varela-Molina@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.**—Please provide the following information on 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 corrosion inhibitors:

2. Does your firm prepare profit/loss statements for corrosion inhibitors:
☐ 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 corrosion inhibitors, as well as specific statements and worksheets) used to compile these data.

- III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

- III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

--

- III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced corrosion inhibitors and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
corrosion inhibitors	%
	%
	%
	%
	%

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

Yes--Continue to question III-7	No—Skip to question III-9a(i).
☐	☐

- III-7. **Inputs from related suppliers detailed.**--Please identify the inputs used in the production of corrosion inhibitors that your firm purchases from related suppliers and that are reflected in question III-9a(i). For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in 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.

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

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

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

III-9a(i). **Operations on corrosion inhibitors: Producers/tollers.**--Report the revenue and related cost information requested below on the corrosion inhibitors operations of your firm's U.S. establishment(s) if your firm produces the corrosion inhibitors, either for your own account or for the account of a tollee.¹ 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 pounds, dry weight) and value (in dollars)			
Item	Fiscal years ended--		
	2017	2018	2019
Net sales quantities: ²			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Shipments to Tollees			
Total net sales quantities	0	0	0
Net sales values: ²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Shipments to Tollees (tolling fee received)			
Total net sales values	0	0	0
Cost of goods sold (COGS): ³			
Raw materials			
Direct labor			
Other factory costs			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

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

III-9a(ii). **Operations on corrosion inhibitors: Processors/tolles.**--Report the revenue and related cost information requested below on the corrosion inhibitors operations of your firm's U.S. establishment(s) if your firm processes the corrosion inhibitors (e.g., refining, purifying, or liquifying). Do not report resales of products. Provide data for your firm's three most recently completed fiscal years.

Quantity (in pounds, dry weight) and value (in dollars)			
Item	Fiscal years ended--		
	2017	2018	2019
Net sales quantities: ²			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities	0	0	0
Net sales values: ²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
Cost of goods sold (COGS): ³			
Raw materials			
Direct labor			
Other factory costs			
Tolling fees paid			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

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

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

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

- III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a(i) or III-9a(ii) (i.e., total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

		If no --If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (i.e., expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (i.e., income is positive, expenses or reversals are negative). If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.
Yes	No	
☐	☐	

- III-9c. **Raw materials.**--Please report the share of total raw material costs in 2019 (reported in III-9a(i) or III-9a(ii)) for the following raw material inputs:

Input	Share of total raw material costs (percent)	Procurement method	
		Primarily produced by your firm	Primarily purchased by your firm
Orthotoluene diamine		☐	☐
Sodium nitrite		☐	☐
Other material inputs ¹		☐	☐
Total (should sum to 100 percent)	0.0		
¹ Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that they account for: _____.			

- III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual period for which financial results are reported in question III-9a(i) or III-9a(ii), please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9a(i) or III-9a(ii) line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in dollars*), as reflected in question III-9a(i) or III-9a(ii); i.e., if an aggregate nonrecurring item has been allocated to question III-9a(i) or III-9a(ii), only the allocated value amount included in question III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9a(i) or III-9a(ii).

Item	Fiscal years ended--		
	2017	2018	2019
	Value (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-9a(i) or III-9a(ii) 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-11. **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-10 above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in question III-9a(i) or III-9a(ii).

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- III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of corrosion inhibitors. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for corrosion inhibitors in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a(i) or III-9a(ii). Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in dollars)			
Item	Fiscal years ended--		
	2017	2018	2019
Total assets (net) ¹			
¹ Describe ____.			

- III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for corrosion inhibitors. Provide data for your firm's three most recently completed fiscal years.

Value (in dollars)			
Item	Fiscal years ended--		
	2017	2018	2019
Capital expenditures ¹			
Research and development expenses ²			
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____.			
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____.			

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

Calendar year	Fiscal year	Specify fiscal year
☐	☐	

Please note the quantities and values reported in question III-9a(i) should reconcile with the data reported in question II-7a (including export shipments), and tolling quantities and values reported in question III-9a(ii) should reconcile with the data reported in question II-9a and as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the 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	Fiscal years ended--		
	2017	2018	2019
Quantity: Trade data from question II-7a (lines D, F, H, and J) less financial total net sales quantity data from question III-9a(i), = zero ("0").	0	0	0
Value: Trade data from question II-7a (lines E, G, I, and K) less financial total net sales value data from question III-9a(i), = zero ("0").	0	0	0

Do these data in question III-9a(i) reconcile with data in question II-7a?

Yes	No	If no, please explain.
☐	☐	

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported for tolling fees 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	Fiscal years ended--		
	2017	2018	2019
Quantity: Trade data from question II-9a (lines D, F, H, and J) less financial total net sales quantity data from question III-9a(ii), = zero ("0").	0	0	0
Value: Trade data from question II-9a (lines E, G, I, and K) less financial total net sales value data from question III-9a(ii), = zero ("0").	0	0	0

Do these data in question III-9a(ii) reconcile with data in question II-9a?

Yes	No	If no, please explain.
☐	☐	

- III-15. **Effects of imports on investment**.--Since January 1, 2017, 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 corrosion inhibitors from China?

No	Yes	
☐	☐	If yes, my firm has experienced actual negative effects as follows.

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

- III-16. **Effects of imports on growth and development.**--Since January 1, 2017, 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 corrosion inhibitors from China?

No	Yes	
☐	☐	If yes, my firm has experienced actual negative effects as follows.

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

III-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of corrosion inhibitors from China?

No	Yes	If yes, my firm anticipates negative effects as follows.
☐	☐	

III-18. **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.

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PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Amelia Preece** (202-205-3250, amelia.preece@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, 2017 of the following products produced by your firm.

Product 1.—Sodium Tolyltriazole in totes of 2,400 to 2,600 pounds net weight

Product 2.-- Sodium Tolyltriazole in drums of 450 to 550 pounds net weight

Product 3.—Tolyltriazole in supersacks 1,000 to 1,200 pounds net weight

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 2017-December 2019, 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)?

☐	Yes. --Please complete the following pricing data table as appropriate.
☐	No. --Skip to question IV-3.

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

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

(Quantity in pounds contained weight, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						
October-December						
2019:						
January-March						
April-June						
July-September						
October-December						

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

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

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

Product 1:

Product 2:

Product 3:

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

Are the price data reported above:	✓ if Yes
In actual dollars (not \$1,000)?	☐
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	☐
Net of all discounts and rebates?	☐
Have returns credited to the quarter in which the sale occurred?	☐
Less than reported commercial shipments in question II-7 in each year?	☐

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 corrosion inhibitors (*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
☐	☐	☐	☐	

- 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
☐	☐	☐	☐	

- IV-5. **Pricing terms.**--On what basis are your firm's prices of domestic corrosion inhibitors usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
☐	☐	

- IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced corrosion inhibitors in 2019 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 2019 sales	%	%	%	%	0.0 %

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

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	☐	☐	☐
	<i>No</i>	☐	☐	☐
Fixed quantity and/or price	<i>Quantity</i>	☐	☐	☐
	<i>Price</i>	☐	☐	☐
	<i>Both</i>	☐	☐	☐
Indexed to raw material costs ¹	<i>Yes</i>	☐	☐	☐
	<i>No</i>	☐	☐	☐
Not applicable		☐	☐	☐
¹ 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 corrosion inhibitors?

Source	Share of 2019 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9. Shipping information.--

- (a) Who generally arranges the transportation to your firm's customers' locations?
☐ Your firm ☐ Purchaser (*check one*)
- (b) Indicate the approximate percentage of your firm's sales of corrosion inhibitors that are delivered the following distances from its production facility.

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

- IV-10. Geographical shipments.--**In which U.S. geographic market area(s) has your firm sold its U.S.-produced corrosion inhibitors since January 1, 2017 (check all that apply)?

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

- IV-11. Inland transportation costs.—**What is the approximate percentage of the cost of U.S.-produced corrosion inhibitors that is accounted for by U.S. inland transportation costs? _____ percent

IV-12. **End uses.**--List the end uses of the corrosion inhibitors that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by corrosion inhibitors and other inputs?

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

IV-13. **Substitutes.**--Can other products be substituted for corrosion inhibitors?

☐ 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 corrosion inhibitors?		
		No	Yes	Explanation
1.		☐	☐	
2.		☐	☐	
3.		☐	☐	

IV-14. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for corrosion inhibitors has changed since January 1, 2017. 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	☐	☐	☐	☐	
Outside the United States	☐	☐	☐	☐	

IV-15. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of corrosion inhibitors since January 1, 2017?

No	Yes	If yes, please describe and quantify if possible.
☐	☐	

IV-16. Conditions of competition.--

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

Check all that apply.	Please describe.
☐ No	Skip to question IV-17.
☐ Yes-Business cycles (e.g. seasonal business)	
☐ Yes-Other distinctive conditions of competition	

- (b) If yes, have there been any changes in the business cycles or conditions of competition for corrosion inhibitors since January 1, 2017?

No	Yes	If yes, describe.
☐	☐	

- IV-17. Supply constraints.--**Has your firm refused, declined, or been unable to supply corrosion inhibitors since January 1, 2017 (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.
☐	☐	

- IV-18. Raw materials.--**How have corrosion inhibitors raw material prices changed since January 1, 2017?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for corrosion inhibitors.
☐	☐	☐	☐	

IV-19. **Interchangeability.**--Is corrosion inhibitors produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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

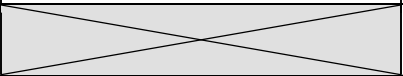
A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Other countries
United States		
China		
For any country-pair producing corrosion inhibitors 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-20. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between corrosion inhibitors produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

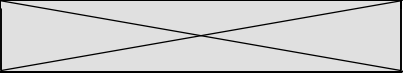
A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	China	Other countries
United States		
China		
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 corrosion inhibitors, identify the country-pair and report the advantages or disadvantages imparted by such factors: 		

IV-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for corrosion inhibitors since January 1, 2017. Indicate the share of the quantity of your firm's total shipments of corrosion inhibitors that each of these customers accounted for in 2019.

	Customer's name	Contact person	Email	Telephone	City	State	Share of 2019 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

IV-22. Competition from imports.--

- (a) **Lost revenue.**--Since January 1, 2017: To avoid losing sales to competitors selling corrosion inhibitors from China, did your firm:

Item	No	Yes
Reduce prices	☐	☐
Roll back announced price increases	☐	☐

- (b) **Lost sales.**--Since January 1, 2017: Did your firm lose sales of corrosion inhibitors to imports of this product from China?

No	Yes
☐	☐

- (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. Note that the Commission may contact the firms named to verify the allegations reported.

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

☐	No—Please explain.
☐	Yes—Please complete the worksheet and submit via the Commission dropbox. https://dropbox.usitc.gov/oinv/ . (PIN: CORR)

- IV-23. 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.

PART V.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from **Lawrence Jones** (202-205-3358, lawrence.jones@usitc.gov).

V-1. **Comparability of types of corrosion inhibitors.**--For each of the following indicate whether listed products are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(a) **Physical Characteristics and End Uses.**--The differences and similarities in the physical characteristics and end uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>physical characteristics and uses</u> :
In-scope tolyltriazole/sodium tolyltriazole vs. in-scope benzotriazole/sodium benzotriazole		

(b) **Interchangeability.**--The ability to substitute the products in the same application.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>interchangeability</u> :
In-scope tolyltriazole/sodium tolyltriazole vs. in-scope benzotriazole/sodium benzotriazole		

V-1. **Comparability of types of Corrosion inhibitors.--Continued**

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

- (c) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>manufacturing facilities, production processes, and production employees</u> :
In-scope tolyltriazole/sodium tolyltriazole vs. in-scope benzotriazole/sodium benzotriazole		

- (d) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (i.e., sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>channels of distribution</u> :
In-scope tolyltriazole/sodium tolyltriazole vs. in-scope benzotriazole/sodium benzotriazole		

V-1. **Comparability of types of Corrosion inhibitors.**--*Continued*

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
M: mostly comparable or similar;
S: somewhat comparable or similar;
N: never or not-at-all comparable or similar; or
O: no familiarity with products.

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (*e.g.*, sales/marketing practices).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :
In-scope tolyltriazole/sodium tolyltriazole vs. in-scope benzotriazole/sodium benzotriazole		

(f) **Price.**--Whether prices are comparable or differ between the products.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
In-scope tolyltriazole/sodium tolyltriazole vs. in-scope benzotriazole/sodium benzotriazole		

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/701731/2020/corrosion_inhibitors_china/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: **CORR**

- **E-mail.**—E-mail the MS Word questionnaire to Lawrence.jones@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.