

## U.S. PRODUCERS' QUESTIONNAIRE

### CORROSION INHIBITORS FROM CHINA

This questionnaire must be received by the Commission by **November 2, 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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm	_____
Address	_____
City	_____ State _____ Zip Code _____
Website	_____
Has your firm produced, refined, processed, and/or purified corrosion inhibitors (as defined on next page) at any time since January 1, 2017?	
<input type="checkbox"/> NO	(Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> YES	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: <b>CIFC</b> )	

#### CERTIFICATION

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

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

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

**PART I.—GENERAL INFORMATION**

**Background.**-- This proceeding was instituted in response to 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](https://www.usitc.gov/investigations/701731/2020/corrosion_inhibitors_china/preliminary.htm).

**Corrosion inhibitors** covered by these investigations is tolyltriazole and benzotriazole. This includes tolyltriazole and benzotriazole of all grades and forms, including their sodium salt forms. Tolyltriazole is technically known as Tolyltriazole IUPAC 4,5 methylbenzotriazole. It can also be identified as 4,5 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.

A combination or mixture is excluded from this investigation if the total tolyltriazole or benzotriazole component of the combination or mixture (regardless of the source or sources) comprises less than 5 percent of the combination or mixture, on a dry weight basis.

Notwithstanding the foregoing language, a tolyltriazole or benzotriazole combination or mixture that is transformed through a chemical reaction into another product, such that, for example, the tolyltriazole or benzotriazole can no longer be separated from the other products through a distillation or other process is excluded from this investigation.

Tolyltriazole has the Chemical Abstracts Service ("CAS") registry number 29385-43-1. Tolyltriazole is classified under Harmonized Tariff Schedule of the United States ("HTSUS") subheading 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 subheading 2933.99.82.10.

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

*Note: All references to sodium tolytriazole and sodium benzotriazole are referred to as liquid tolytriazole and liquid benzotriazole or liquid TTA or liquid BTA.*

*If your firm combines, mixes, or blends corrosion inhibitors with other products in which the corrosion inhibitors comprise 5 percent or more of the combination or mixture on a dry weight basis, please only respond with respect to your firms' operations with respect to the corrosion inhibitors component of the combination or mixture.*

*For a table showing the specific chemical processes needed to produce these products, see p. 5.*

**Crude TTA in liquid form** is the form of TTA that is produced when ortho toluene diamene and sodium nitrite are reacted under the requisite pressure and temperature conditions and subsequently cooled. Crude TTA in liquid form typically has a Gardner color value > 18, or is not otherwise capable of being rated using the Gardner color scale. Color impurities present within this product intermediate are not removed.

**Crude TTA in solid form** is the form of TTA that is produced when orthotoluene diamene and sodium nitrite are reacted under the requisite pressure and temperature conditions and subsequently cooled. It is then subjected to an acidification process and processed into the solid form. Crude TTA in solid form is brown to black in color. It can be made into a sodium salt solution that can be analyzed on the Gardner color scale. If analyzed as a liquid, Crude TTA in solid form typically has a Gardner color value > 18, or is not otherwise capable of being rated using the Gardner color scale.

**Purified TTA in liquid form** is the form of TTA that is produced by processing crude TTA in a purification process that greatly reduces impurities in the crude TTA and increases the purity level of the liquid TTA. Purified TTA in liquid form typically has a Gardner color scale value lower than or equal to 12.

**Purified TTA in solid form** is the form of TTA that is produced by processing crude TTA in a purification process that greatly reduces the impurities in the crude TTA and increases the purity level of the TTA. It is then subjected to a process that produces the solid form of the product. The purified solid TTA is typically light tan/yellow to off-white in color. If processed into a liquid form, it typically would have a Gardner color scale rating lower than or equal to 12.

**Crude BTA in liquid form** is the form of BTA that is produced when orthophenylene diamene and sodium nitrite are reacted under the requisite pressure and temperature conditions and subsequently cooled. Crude BTA in liquid form is dark in color. Color impurities present within this prospective product intermediate are not removed.

**Crude BTA in solid form** is the form of BTA that is produced when orthophenylene diamene and sodium nitrite are reacted under the requisite pressure and temperature conditions and subsequently cooled. It is then subjected to an acidification process and processed into the solid form. Crude BTA in solid form is tan to dark in color.

**Purified BTA in liquid form** is the form of BTA that is produced by processing crude BTA in a purification process that greatly reduces the impurities in the crude BTA and increases the purity level of the BTA. Purified BTA in liquid form typically has a Gardner color scale value lower than 12.

**Purified BTA in solid form** is the form of BTA that is produced by processing crude BTA in a purification process that greatly reduces the impurities in the crude BTA and increases the purity level of the BTA. It is then subjected to a process that produces the solid form of the product. The purified solid BTA is typically light tan/yellow to off-white in color and, if put in a liquid form, would typically have a Gardner color scale rating lower than or equal to 12.

**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.

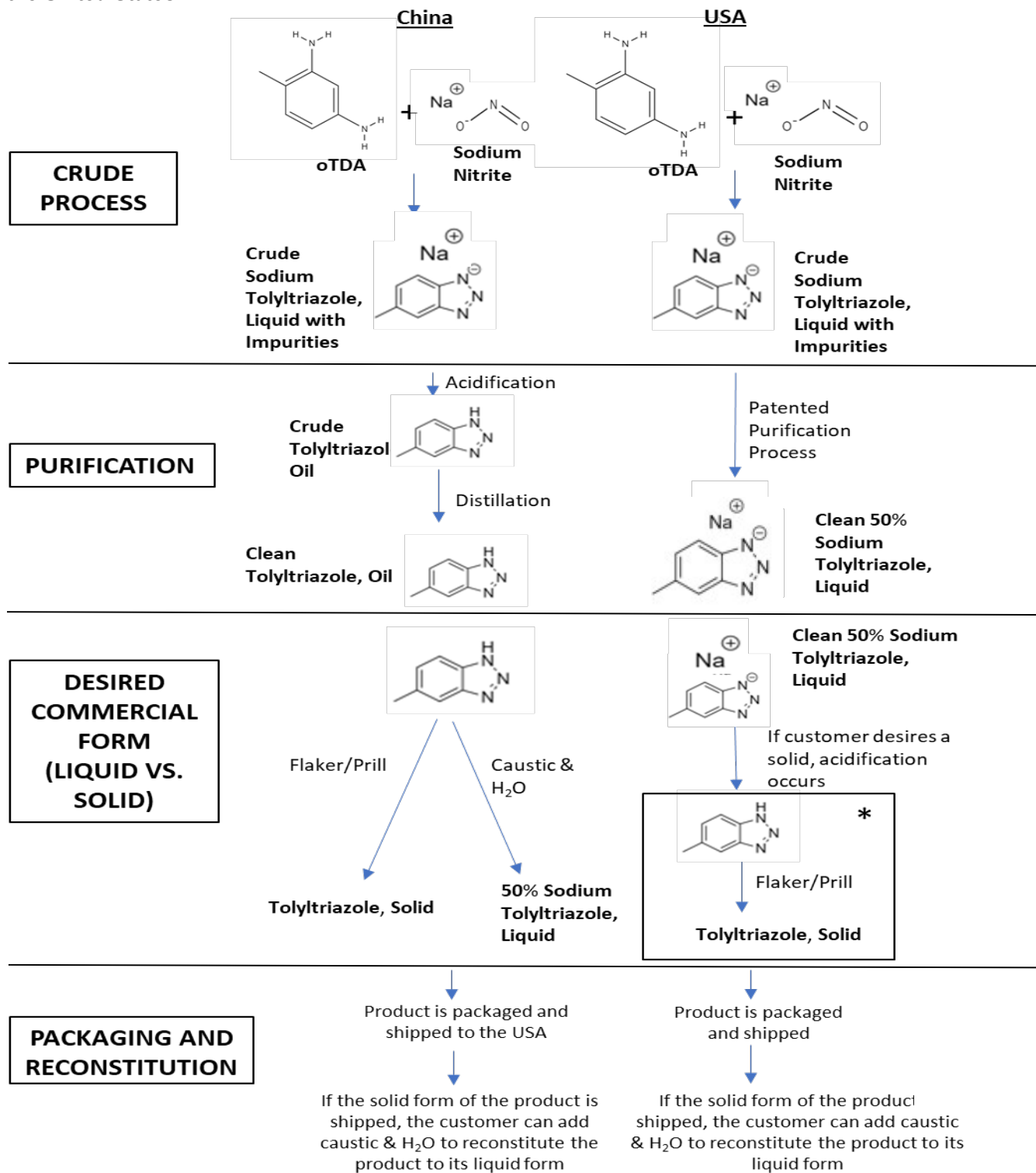
**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except 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](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.

**Corrosion Inhibitors: Tolyltriazole and Sodium Tolyltriazole Manufacturing Process in China and the United States**



<b>Activity conducted by firm</b>	<b>Data to be reported</b>
Chemical manufacturer of crude BTA/TTA in the United States ("producer/toller")	Fill out parts: <ul style="list-style-type: none"> <li>• I</li> <li>• II (except II-10a-d)</li> <li>• III (except III-9a(ii))</li> <li>• IV</li> </ul>
Entity that further refines, processes, or purifies in the United States <u>domestically manufactured</u> crude BTA/TTA ("processor")	Fill out parts: <ul style="list-style-type: none"> <li>• I</li> <li>• II (except II-7a-c)</li> <li>• III (except III-9a(i))</li> <li>• IV</li> </ul>
Entity that further refines, processes, or purifies in the United States <u>imported</u> BTA/TTA ("processor")	Fill out parts: <ul style="list-style-type: none"> <li>• I</li> <li>• V</li> </ul>
Entity that further refines, processes, or purifies in the United States <u>both</u> domestically manufactured and imported BTA/TTA	Fill out parts: <ul style="list-style-type: none"> <li>• I</li> <li>• II (except II-7a-c)</li> <li>• III (except III-9a(i))</li> <li>• IV</li> <li>• V (questions V-9a and V-9b)</li> </ul>

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 <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____.			

I-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?

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

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

Country	Investigation type	Support	Oppose	Take no position
China	Antidumping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	Countervailing duty	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

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

Firm name	Country	Extent of ownership (percent)





**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](mailto: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 of corrosion inhibitors since January 1, 2017.

<i>(check as many as appropriate)</i>	<i>(If checked, please describe the nature, date(s), and significance of any such reported changes as well as the business reasons for them; leave completely blank if not applicable)</i>
<input type="checkbox"/> plant openings	
<input type="checkbox"/> plant closings	
<input type="checkbox"/> relocations	
<input type="checkbox"/> expansions	
<input type="checkbox"/> acquisitions	
<input type="checkbox"/> consolidations	
<input type="checkbox"/> prolonged shutdowns or production curtailments	
<input type="checkbox"/> revised labor agreements	
<input type="checkbox"/> other (e.g., technology)	

II-3a. **Production using same machinery.**--Please report your firm's production of products using the same equipment, machinery, or employees as used to produce 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.

<b>Quantity (in pounds dry weight)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Overall production capacity<sup>1</sup></b>					
<b>Production of:</b>					
Corrosion inhibitors <sup>2</sup>	0	0	0	0	0
Other products <sup>3</sup>					
<b>Total production using same machinery or workers</b>	0	0	0	0	0

<sup>1</sup> Data reported for capacity (first line) should be greater than data reported for total production (last line).  
<sup>2</sup> Data entered for production of corrosion inhibitors will populate here once reported in question II-7.  
<sup>3</sup> Please identify these products: \_\_\_\_\_.

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

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

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

--

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

--

II-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.
<input type="checkbox"/>	<input type="checkbox"/>	

(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 furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes--Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **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).

<b>Our firm</b>	<b>Other firm(s)</b>	<b>Special instruction</b>
<input type="checkbox"/> Toller	Please name the tollee(s): _____	Provide data on your firm's toll production and shipments in question II-7
<input type="checkbox"/> Tollee <sup>1</sup>	Please name the toller(s): _____	Provide data on shipments into the market of merchandise that was toll produced in question II-8
<sup>1</sup> 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).
<input type="checkbox"/>	<input type="checkbox"/>	

- (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.
<input type="checkbox"/>	<input type="checkbox"/>	

II-7. **Production, shipment, and inventory data.-- PRODUCER/TOLLER.**--Report your firm's production capacity, production, shipments, and inventories related to the crude process production of corrosion inhibitors (see corrosion inhibitors production chart on page 4) 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.

**Please provide the data requested only for your operations involving the processing of the corrosion inhibitors covered by this investigation. If necessary, you can use reasonable estimates to provide the data requested for your corrosion inhibitor operations.**

*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**

<b>Quantity (in pounds dry weight) and value (in dollars)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Average production capacity<sup>1</sup> (quantity)</b> (A)					
<b>Beginning-of-period inventories</b> (quantity) (B)					
<b>Production (quantity)</b> (C)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption:<sup>2</sup></b>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:<sup>2</sup></b>					
Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:<sup>3</sup></b>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories (quantity)</b> (L)					
<p><sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity and explain any changes in reported capacity _____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Value of tolled merchandise returned to tollee should reflect the toll conversion fee received for production of subject merchandise.</p> <p><sup>4</sup> Identify your firm's principal export markets: _____.</p>					



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

Reconciliation	Calendar years			January-June	
	2017	2018	2019	2019	2020
B + C – D - F- H - J – L = zero ("0"), if not revise.= zero ("0"), if not revise.	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:_____.					

**II-7b. Channels of distribution.**--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			January-June	
	2017	2018	2019	2019	2020
<b>U.S. shipments:</b>					
to Distributors (M)					
to Processors (N)					
to End users (O)					

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

Reconciliation	Calendar years			January-June	
	2017	2018	2019	2019	2020
M + N + O – D - F- H = zero ("0"), if not revise.= zero ("0"), if not revise.	0	0	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. For the January to June periods, calculate similarly and divide by 6.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3)."

**"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.

**Please provide the data requested only for your operations involving the processing of the corrosion inhibitors covered by this investigation. If necessary, you can use reasonable estimates to provide the data requested for your corrosion inhibitor operations.**

## PRODUCER/TOLLER

Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>hours</i> )					
Wages paid to PRWs ( <i>dollars</i> )					

Explanation of trends:

II-8a. **Detailed explanation of firm's domestic activities.** --Please describe in detail your firms domestic operations with respect to further processing, refining, or purifying domestically manufactured crude corrosion inhibitors into further processed corrosion inhibitors.

--

II-8b. **Conversion operations.**-- Since January 1, 2017, has your firm further processed, refined, or purified domestically manufactured crude corrosion inhibitors into further processed corrosion inhibitors?

No	Yes	<b>If yes--Please describe the nature and extent of the following items in relation to your firm's processing, refining, and purifying operations conducted in the United States.</b>	
<input type="checkbox"/>	<input type="checkbox"/>	Capital investments	
		Technical expertise	
		Value added	
		Employment	
		Quantity, type, and source of parts	
		Costs and activities	

II-9. **Processing operations' complexity and importance.**--On a scale of 1 to 5, please provide your firm's subjective opinion as to the complexity, intensity, and importance of processing only activities, with 1 being minimally complex, intense, or important and 5 being extremely complex, intense, and important.

<b>1:</b> <b>Minimally complex, intense, and important</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5:</b> <b>Extremely complex, intense, and important</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Please describe the reason for your rating.</b>				

II-10a. **Production, shipment, and inventory data: Processor/toll.**--Report your firm's capacity, production, shipments, and inventories related to the processing, refining, or purifying of domestically manufactured crude 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 crude corrosion inhibitor chemicals. These questions do not cover processing, refining, or purifying of imported crude corrosion inhibitors; those are to be reported separately in part V.

***Please provide the data requested only for your operations involving the processing, refining, or purifying of the corrosion inhibitors covered by this investigation. If necessary, you can use reasonable estimates to provide the data requested for your corrosion inhibitor operations.***

## PROCESSOR / TOLLEE

Quantity (in pounds, dry weight) and value (in dollars)					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>Average production capacity</b> (quantity) (P)					
<b>Beginning-of-period inventories</b> (quantity) (Q)					
<b>Processing, refining, or purifying of corrosion inhibitors. --</b> Toll produced for your firm (quantity) (R)					
Purchased domestic (quantity) (S)					
Own production (quantity) (T)					
Total production (quantity) (U)	0	0	0	0	0
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (V)					
Value (W)					
<b>Internal consumption:</b> Quantity (X)					
Value <sup>1</sup> (Y)					
<b>Transfers to related firms:</b> Quantity (Z)					
Value <sup>1</sup> (AA)					

II-10a. Production, shipment, and inventory data: Processor/tollee--Continued

## PROCESSOR / TOLLEE

Quantity (in pounds, dry weight) and value (in dollars)					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>Export shipments:<sup>2</sup></b>					
Quantity (AB)					
Value (AC)					
<b>End-of-period inventories</b> (quantity) (AD)					
<sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity _____. <sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value. <sup>3</sup> Identify your firm's principal export markets: _____.					

**RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY**--Generally, the data reported for the end-of-period inventories (i.e., line AD) should be equal to the beginning-of-period inventories (i.e., line Q), plus total production (i.e., lines R, S, and T), less total shipments (i.e., lines V, X, Z, AB). 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			January-June	
	2017	2018	2019	2019	2020
R + S + T - V - X - Z - AB - AD = zero ("0"), if not revise.= zero ("0"), if not revise.	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-10b. **Channels of distribution: Processor/tollee.**--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 in the specified periods.

## PROCESSOR / TOLLEE

Quantity (in pounds dry weight)					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>U.S. shipments:</b>					
to Distributors (AE)					
to Processors (AF)					
to End users (AG)					

***RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines AE, AF, and AG) in each time period equal the quantity reported for U.S. shipments (i.e., lines V, X, and Z) 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			January-June	
	2017	2018	2019	2019	2020
AE + AF + AG - V - X - Z = zero ("0"), if not revise.= zero ("0"), if not revise.	0	0	0	0	0

II-10c. **U.S. shipments by form and/or type: Processor/tollee.**--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 in the specified periods.

## PROCESSOR/TOLLEE

<b>Quantity (in pounds dry weight); Gross weight (in pounds); value (in dollars)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January to June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>U.S. shipments:</b>					
<b>Crude TTA:</b>					
<b>In solid form:</b>					
Quantity (AH)					
Value (AI)					
<b>In liquid form:</b>					
Quantity (AJ)					
Gross weight (AK)					
Value (AL)					
<b>Purified TTA:</b>					
<b>In solid form:</b>					
Quantity (AM)					
Value (AN)					
<b>In liquid form:</b>					
Quantity (AO)					
Gross weight (AP)					
Value (AQ)					
<b>Crude BTA:</b>					
<b>In solid form:</b>					
Quantity (AR)					
Value (AS)					
<b>In liquid form:</b>					
Quantity (AT)					
Gross weight (AU)					
Value (AV)					
<b>Purified BTA:</b>					
<b>In solid form:</b>					
Quantity (AW)					
Value (AX)					
<b>In liquid form:</b>					
Quantity (AY)					
Gross weight (AZ)					
Value (BA)					



II-10c. **U.S. shipments by type and form.**--Continued.

*RECONCILIATION OF US SHIPMENTS BY TYPE AND FORM--Please ensure that the quantities and values reported for U.S. shipments by type (i.e., lines AH through BA) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines V through AA) in each time period from question II-10a. 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			January to June	
	2017	2018	2019	2019	2020
<b>Quantity:</b> AH + AK + AN + AO + AR + AT + AW + AY - V - X - Z = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> AI + AL + AN + AQ + AS + AT + AY + BA - Y - Z - AA = zero ("0"), if not revise.	0	0	0	0	0

II-10d. **Employment data.**--Report your firm's employment-related data related to the processing, refining, or purifying of domestically manufactured crude 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. For the January to June periods, calculate similarly and divide by 6.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3)."

**"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.

**Please provide the data requested only for your operations involving the processing of the corrosion inhibitors covered by this investigation. If necessary, you can use reasonable estimates to provide the data requested for your corrosion inhibitor operations.**

## PROCESSOR/TOLLEE

Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>hours</i> )					
Wages paid to PRWs ( <i>dollars</i> )					

Explanation of trends:

II-11. **Related firms.**--If your firm reported transfers to related firms in questions II-7 and II-10, 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-12. **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.

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

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

<b>(Quantity in pounds dry weight and Value in dollars)</b>					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>Purchases from U.S. importers<sup>1</sup> of corrosion inhibitors from—</b>					
China.—					
<i>Quantity</i>					
<i>Value</i>					
All other sources.—					
<i>Quantity</i>					
<i>Value</i>					
<b>Purchases from domestic producers<sup>2</sup> .—</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Purchases from other sources<sup>3</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. <sup>2</sup> Please list the name of the U.S. producer(s) from which your firm purchased this product: _____. <sup>3</sup> Please list the name of the firm(s) from which your firm purchased this product: _____.					

II-13. **Imports.**--Since January 1, 2017, has your firm imported corrosion inhibitors?

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

II-14. **Conversion from liquid TTA/BTA.**--Are the quantity data reported in part II properly reported in pounds of dry weight for TTA/BTA? If you converted the gross weight of liquid TTA or BTA to dry weight for question II-10c, please provide the specific conversion factor that was used to convert the gross weight for liquid TTA or BTA to dry weight. Also, please indicate whether the value that your firm reported for liquid forms is based on gross weight or dry weight?

**No.**--Please revise your questionnaire to report your firm's data in the requested measure (dry pounds TTA/BTA) prior to submission to the Commission.

**Yes.**--Please indicate how your firm came up with its quantity data in the requested measure (dry pounds TTA/BTA).

<b>Method</b>		<b>Description of methodology</b>
<input type="checkbox"/>	Firm's records maintained in pounds of dry weight TTA/BTA	Not applicable
<input type="checkbox"/>	Firm specific conversion factor or estimates based on specific products produced	
<input type="checkbox"/>	Other	

II-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative box was not provided, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Jennifer Brinckhaus (202-205-3188, jennifer.brinckhaus@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:

\_\_\_\_\_

Note.— We are requesting that your firm report financial data on a calendar year basis.

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:  U.S. GAAP,  IFRS,  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 2019.

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)?

<b>Yes--Continue to question III-7</b>	<b>No—Skip to question III-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>

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. For "Share of total COGS" please report this information by relevant input for 2019. 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 in 2019
<b>Input valuation as recorded in the firm's accounting books and records</b>		

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 (financial results on corrosion inhibitors) in a manner consistent with your firm's accounting books and records.

<b>Yes</b>	<b>No</b>	<b>If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-9a(i). **Operations on corrosion inhibitors: Producers/tollers.**--Report the revenue and related cost information related to the crude production of corrosion inhibitors (see corrosion inhibitors production chart on page 5) in your firm's U.S. establishment(s) during the specified periods, whether produced for your own account or for the account of a tollee.<sup>1</sup> Do not report data in this grid for which your firm is the tollee for corrosion inhibitors produced by a toll producer. Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. The data provided should be specific to your operations involving corrosion inhibitors covered by this investigation. If necessary, reasonable estimates and/or allocations are acceptable for costs that are not product-specific.

<b>Quantity (in pounds, dry weight) and value (in dollars)</b>					
<b>Item</b>	<b>Calendar year</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Net sales quantities:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Shipments to tollees					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Shipments to tollees (tolling revenue received)					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses</b>					
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
All other expense and (income) items, net <sup>4</sup>					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

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

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

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

<sup>4</sup> If the total reported amount is net other expenses, report as a positive number. If the total reported amount is net other income, report as a negative number. Please check the calculated "Net income or (loss) before income taxes" to ensure proper reporting of these items.



III-9a(ii). **Operations on corrosion inhibitors: Processors/Toltees.**--Report your firm's revenue and cost information related to the processing of domestically manufactured crude corrosion inhibitors, whether toll-produced by another firm or purchased from another firm, in your firm's U.S. establishment(s) during the specified periods. Do not report data in this grid if your firm produces the crude corrosion inhibitor chemicals. Do not report resales of products. The data provided should be specific to your operations involving the processing of corrosion inhibitors covered by this investigation. If necessary, reasonable estimates and/or allocations are acceptable for revenue or cost data that are not specific to corrosion inhibitors.

Please note – This question does not cover the processing of imported corrosion inhibitors. Those data should be reported in part V.

<b>Quantity (in pounds, dry weight) and value (in dollars)</b>					
<b>Item</b>	<b>Calendar year</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>					
Raw materials					
Direct labor					
Other factory costs					
Tolling fees paid					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses</b>					
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
All other expense and (income) items, net <sup>4</sup>					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

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

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

<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers. If prepaid freight was removed from reported sales values, please ensure that any corresponding costs are also removed.

<sup>4</sup> If the total reported amount is net other expenses, report as a positive number. If the total reported amount is net other income, report as a negative number. Please check the calculated "Net income or (loss) before income taxes" to ensure proper reporting of these items.

III-9b. **Financial data reconciliation.**--The calculable line items from question III-9a(i) and III-9a(ii) (i.e., total net sales quantities and values, total COGS, gross profit (or loss), operating income (or loss), 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?

		<p><b>If no--</b> If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs of the line item "All other expense and income items, net." If the net value of the all other items reported here is an expense/loss, it should be reported as a positive number. If the net value is an income/gain it should be reported as a negative value. If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.</p>
<b>Yes</b>	<b>No</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

III-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		<input type="checkbox"/>	<input type="checkbox"/>
Sodium nitrite		<input type="checkbox"/>	<input type="checkbox"/>
Other material inputs <sup>1</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Total (should sum to 100 percent)	0.0		

<sup>1</sup> Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that each account for: \_\_\_\_\_.

III-9d. **Start-up and/or expansion of production capacity included in reported corrosion inhibitor results.**—If your firm began producing corrosion inhibitors on or after January 1, 2017 or expanded capacity, production, and sales of corrosion inhibitors during the periods for which financial results are reported in question III-9a(i) or III-9a(ii), please specify the additional cost included in question III-9a(i) or III-9a(ii).

Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
	<b>Value (in dollars)</b>				
Incremental costs included in III-9a(i) or III-9a(ii) due to start-up or increase in capacity					
Report where these costs are included within question III-9a(i) or III-9a(ii) (i.e., in which line items):					

III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--For each annual and interim period for which financial results are reported in questions 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), only the allocated value amount included in question III-9a(i) 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 questions III-9a(i) and III-9a(ii).

Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
	<i>Value (in dollars)</i>				
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 questions III-9a(i) or III-9a(ii).

III-12a. **Asset values.**--Report the total assets (i.e., **both current and long-term assets**) associated with the production, processing, warehousing, and sale of corrosion inhibitors. Total assets should reflect asset values after any accumulated depreciation and allowances are deducted.

For asset categories that are not specific to corrosion inhibitors (e.g., shared equipment, cash, inventories, etc.), please use an appropriate allocation method (such as production, sales, or costs) that is consistent with relevant cost allocations in questions III-9a(i) or III-9a(ii). If necessary, reasonable estimates are acceptable.

<b>Value (in dollars)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2017</b>	<b>2018</b>	<b>2019</b>
Total assets (net) <sup>1</sup>			

III-12b. **Description of reported assets.**-- Please describe the main asset categories (both current and long-term assets) in the above response. 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.

III-13a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses for corrosion inhibitors.

<b>Value (in dollars)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
Capital expenditures <sup>1</sup>					
Research and development expenses <sup>2</sup>					

III-13b. **Description of reported capital expenditures.**-- Please describe the nature, focus, and significance of your firm's reported capital expenditures. If no capital expenditures were reported, please explain the reason.

III-13c. **Description of reported R&D expenses.**—Please describe the nature, focus, and significance of your firm's reported R&D expenses. If no R&D expenses were reported, please explain the reason.

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

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

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.

***RECONCILIATION OF TRADE VS FINANCIAL DATA: PRODUCERS/TOLLERS.**--Please ensure that the quantities and values reported for total shipments of producers/tollers in Part II equal the quantities and values reported for total net sales of producers/tollers in Part III of this questionnaire in each time period. If the calculated fields below return values other than zero (i.e., "0"), please explain the discrepancy below.*

Reconciliation	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>Quantity:</b> Trade data from question II-7a (lines D, F, H, J, and L) less financial total net sales quantity data from question III-9a(i), = zero ("0").	0	0	0	0	0
<b>Value:</b> Trade data from question II-7a (lines E, G, I, K, and M) less financial total net sales value data from question III-9a(i), = zero ("0").	0	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.
<input type="checkbox"/>	<input type="checkbox"/>	

**RECONCILIATION OF TRADE VS FINANCIAL DATA: PROCESSORS.** --Please ensure that the quantities and values reported for total shipments of processors in Part II equal the quantities and values reported for total net sales of processors in Part III of this questionnaire in each time period. If the calculated fields below return values other than zero (i.e., "0"), please explain the discrepancy below.

*Note.*—If you are processing both domestically-produced and imported corrosion inhibitors (i.e., completing questions III-9a(ii) and V-9a), the reconciliation grid will not show zeros. It should instead show the quantities and values that are reported in question V-9a.

Reconciliation	Calendar years			January-June	
	2017	2018	2017	2018	2017
<b>Quantity:</b> Trade data from question II-9a (lines Y, AA, AC, and AE) less financial total net sales quantity data from question III-9a(ii), = zero ("0").	0	0	0	0	0
<b>Value:</b> Trade data from question II-9a (lines Z, AB, AD, and AF) less financial total net sales value data from question III-9a(ii), = zero ("0").	0	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.
<input type="checkbox"/>	<input type="checkbox"/>	

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?

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

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

III-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?

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

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

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

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

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.



**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](mailto: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.**—Liquid TTA in totes of 2,400 to 2,600 pounds net weight (include only refined liquid TTA)

**Product 2.**—Liquid TTA in drums of 450 to 550 pounds net weight (include only refined liquid TTA)

**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-June 2020, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question IV-3.

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

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

(Quantity in pounds dry weight, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2017:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2018:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2019:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2020:</b>				
January-March				
April-June				

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment. Please subtract any discounts, rebates, and returns from the quarter in which the sale occurred.

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

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

Product 1:

Product 2:

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:	<b>√ if Yes</b>
In actual dollars ( <b>not</b> \$1,000)?	<input type="checkbox"/>
Weights converted to dry weight?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have discounts, rebates, and returns been credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Less than reported commercial shipments in question II-10a in each year?	<input type="checkbox"/>
Explanation(s) for any boxes not checked:	

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-2e. **Conversion factor.**-- Please provide the specific conversion factor that was used to convert the gross weight for liquid TTA to dry weight.

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
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

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

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

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced 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).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs <sup>1</sup>	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<sup>1</sup> Please identify the indexes used: _____.				

IV-8. **Lead times.**--What share of your firm's sales is 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?

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

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

(a) 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.

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

**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)?

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

**IV-11. 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.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for 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	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

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

**IV-16. Conditions of competition.--**

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

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

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

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

**IV-17. Supply constraints.--**Has your firm refused, declined, or been unable to supply 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.
<input type="checkbox"/>	<input type="checkbox"/>	

**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.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



IV-19. **Interchangeability.**--Are 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	X	
<p><b>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:</b></p>		

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:

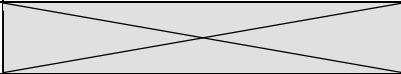
A = such differences are *always* significant

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

<b>Country-pair</b>	China	Other countries
United States		
China		
<p><b>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:</b></p>		

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.

	<b>Customer's name</b>	<b>City</b>	<b>State</b>	<b>Share of 2019 sales (%)</b>
<b>1</b>				
<b>2</b>				
<b>3</b>				
<b>4</b>				
<b>5</b>				
<b>6</b>				
<b>7</b>				
<b>8</b>				
<b>9</b>				
<b>10</b>				

**IV-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	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

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

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

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.— PROCESSING OPERATIONS OF NON-DOMESTICALLY PRODUCED CORROSION INHIBITORS**

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

V-1a. **Detailed explanation of firm's domestic activities.** --Please describe in detail your firms operations with respect to further processing, refining or purifying in the United States imported corrosion inhibitors into further processed corrosion inhibitors.

--

V-1b. **Conversion operations.**-- Since January 1, 2017, has your firm further processed, refined, or purified in the United States imported corrosion inhibitors into further processed corrosion inhibitors?

		<b>If yes--Please describe the nature and extent of the following items in relation to your firm's processing, refining, and purifying operations conducted in the United States.</b>	
<b>No</b>	<b>Yes</b>		
<input type="checkbox"/>	<input type="checkbox"/>	Capital investments	
		Technical expertise	
		Value added	
		Employment	
		Quantity, type, and source of parts	
		Costs and activities	

V-2. **Refining, processing or purifying imported corrosion inhibitors domestically in the United States operations' complexity and importance.**--On a scale of 1 to 5, please provide your firm's subjective opinion as to the complexity, intensity, and importance of refining, processing or purifying imported corrosion inhibitors domestically in the United States only activities, with 1 being minimally complex, intense, or important and 5 being extremely complex, intense, and important.

<b>1:</b> <b>Minimally complex, intense, and important</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5:</b> <b>Extremely complex, intense, and important</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Please describe the reason for your rating.</b>				

V-3a. **Production, shipment, and inventory data: Processor of imports.**--Report your firm's capacity, production, shipments, and inventories related to the refining, processing or purifying in the United States of imported corrosion inhibitors during the specified periods.

Do not report data in this grid if your firm produces the corrosion inhibitor chemicals. These questions do not cover processing of domestically produced crude corrosion inhibitors; those are to be reported separately in part II. *Do not include resales of imports that have been processed domestically.*

***Please provide the data requested only for your operations involving the processing of the corrosion inhibitors covered by this investigation. If necessary, you can use reasonable estimates to provide the data requested for your corrosion inhibitor operations.***

V-3a. **Production, shipment, and inventory data: Processor of imports** — *Continued*

## Processor of Imports

Quantity ( <i>in pounds, dry weight</i> ) and value ( <i>in dollars</i> )					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>Average production capacity</b> ( <i>quantity</i> ) (A)					
<b>Beginning-of-period inventories</b> ( <i>quantity</i> ) (B)					
<b>Refining, processing or purifying imported corrosion inhibitors domestically in the United States. —</b> Purchased/imported Chinese origin corrosion inhibitors ( <i>quantity</i> ) (C)					
Purchased/imported all other foreign origin corrosion inhibitors ( <i>quantity</i> ) (D)					
Total production ( <i>quantity</i> ) I	0	0	0	0	0
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (F)					
Value (G)					
<b>Internal consumption:</b>					
Quantity (H)					
Value <sup>1</sup> (I)					
<b>Transfers to related firms:</b>					
Quantity (J)					
Value <sup>1</sup> (K)					
<b>Export shipments:<sup>2</sup></b>					
Quantity (L)					
Value (M)					
<b>End-of-period inventories</b> ( <i>quantity</i> ) (N)					
<p><sup>1</sup> The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity _____.</p> <p><sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p><sup>3</sup> Identify your firm's principal export markets: _____.</p>					

**V-3a. Production, shipment, and inventory data: Processor of imports —Continued**

*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 total production (i.e., lines C and D), less total shipments (i.e., lines 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			January-June	
	2017	2018	2019	2019	2020
C + D – F – H – J – L = zero ("0"), if not revise.= zero ("0"), if not revise.	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate:_____.					

**V-3b. Channels of distribution: Processor of imports.**—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 in the specified periods.

## Processor of Imports

Quantity (in pounds dry weight)					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>U.S. shipments:</b>					
to Distributors (O)					
to Processors (P)					
to End users (Q)					

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

Reconciliation	Calendar years			January-June	
	2017	2018	2019	2019	2020
O + P + Q – D – F – H = zero ("0"), if not revise.= zero ("0"), if not revise.	0	0	0	0	0



V-3c. **U.S. shipments by form and/or type: Processor of imports.**--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 of Imports

<b>Quantity (in pounds dry weight); Gross weight (in pounds); value (in dollars)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January to June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>U.S. shipments:</b>					
<b>Crude TTA:</b>					
<b>In solid form:</b>					
Quantity (R)					
Value (S)					
<b>In liquid form:</b>					
Quantity (T)					
Gross weight (U)					
Value (V)					
<b>Purified TTA:</b>					
<b>In solid form:</b>					
Quantity (W)					
Value (X)					
<b>In liquid form:</b>					
Quantity (Y)					
Gross weight (Z)					
Value (AA)					
<b>Crude BTA:</b>					
<b>In solid form:</b>					
Quantity (AB)					
Value (AC)					
<b>In liquid form:</b>					
Quantity (AD)					
Gross weight (AE)					
Value (AF)					
<b>Purified BTA:</b>					
<b>In solid form:</b>					
Quantity (AG)					
Value (AH)					
<b>In liquid form:</b>					
Quantity (AI)					
Gross weight (AJ)					
Value (AK)					

V-3c. **U.S. shipments by type and form: Processor of imports**.--Continued.

*RECONCILIATION OF US SHIPMENTS BY TYPE AND FORM--Please ensure that the quantities and values reported for U.S. shipments by type (i.e., lines R through AJ) in each time period equal the quantities and values reported for U.S. shipments (i.e., lines F through K) in each time period from question VI-3a. 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			January to June	
	2017	2018	2019	2019	2020
<b>Quantity:</b> $R + T + W + Y + AB + AD + AG + AI - F - H - J = \text{zero}$ ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> $S + V + X + AA + AC + AF + AH + AK - G - I - K = \text{zero}$ ("0"), if not revise.	0	0	0	0	0

V-3d. **Employment data: Processor of imports.**--Report your firm's employment-related data related to the processing, refining, or purification in the United States of imported 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, refining, processing or purifying imported corrosion inhibitors domestically in the United States, 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. For the January to June periods, calculate similarly and divide by 6.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3)."

**"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.

**Please provide the data requested only for your operations involving the processing of the corrosion inhibitors covered by this investigation. If necessary, you can use reasonable estimates to provide the data requested for your corrosion inhibitor operations.**

## Processor of Imports

Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>hours</i> )					
Wages paid to PRWs ( <i>dollars</i> )					

Explanation of trends:

V-4. **Conversion from liquid TTA/BTA.**--Are the quantity data reported in part II properly reported in pounds of dry weight for TTA/BTA? If you converted the gross weight of liquid TTA or BTA to dry weight for question V-3c, please provide the specific conversion factor that was used to convert the gross weight for liquid TTA or BTA to dry weight. Also, please indicate whether the value that your firm reported for liquid forms is based on gross weight or dry weight?

**No.**--Please revise your questionnaire to report your firm's data in the requested measure (dry pounds of TTA/BTA) prior to submission to the Commission.

**Yes.**--Please indicate how your firm came up with its quantity data in the requested measure (dry pounds of TTA/BTA).

<b>Method</b>		<b>Description of methodology</b>
<input type="checkbox"/>	Firm's records maintained in pounds of dry weight TTA/BTA	Not applicable
<input type="checkbox"/>	Firm specific conversion factor or estimates based on specific products produced	
<input type="checkbox"/>	Other	

V-5. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in the remainder of part VI.

Name	
Title	
Email	
Telephone	

V-6. **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:

\_\_\_\_\_

Note.— We are requesting that your firm report financial data on a calendar year basis.

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:  U.S. GAAP,  IFRS,  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.*

V-7a. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

V-7b. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

V-7c. **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 2019.

Products	Share of sales
Corrosion inhibitors	%
	%
	%
	%
	%

V-8a. **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)?

<b>Yes--Continue to question V-8b</b>	<b>No—Skip to question V-9a</b>
<input type="checkbox"/>	<input type="checkbox"/>

V-8b. **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. For "Share of total COGS" please report this information by relevant input for 2019. 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 in 2019
<b>Input valuation as recorded in the firm's accounting books and records</b>		

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

<b>Yes</b>	<b>No</b>	<b>If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

V-9a. **Operations on corrosion inhibitors: Processor of imports.**— Report your firm's revenue and cost information related to the processing of imported corrosion inhibitors, in your firm's U.S. establishment(s) during the specified periods. Do not report resales of products. The data provided should be specific to corrosion inhibitors covered by this investigation. If necessary, reasonable estimates and/or allocations are acceptable for revenue or cost data that are not specific to corrosion inhibitors.

## Processor of Imports

Quantity (in pounds, dry weight) and value (in dollars)					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
<b>Net sales quantities:</b> <sup>1</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>3</sup>					
Cost of purchased/imported Chinese-origin corrosion inhibitors					
Cost of purchased/imported all other foreign-origin corrosion inhibitors					
Other raw material costs					
Subtotal raw material costs	0	0	0	0	0
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0



V-9a. **Operations on corrosion inhibitors: Processor of imports.**—Continued

<b>Quantity (in pounds, dry weight) and value (in dollars)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
<b>Other expenses and income:</b>					
Interest expense					
All other expense and (income) items, net <sup>4</sup>					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					
<p><sup>1</sup> Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.</p> <p><sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p><sup>3</sup> COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers</u>.</p> <p><sup>4</sup> If the total reported amount is net other expenses, report as a positive number. If the total reported amount is net other income, report as a negative number. Please check the calculated "Net income or (loss) before income taxes" to ensure proper reporting of these items.</p>					

V-9b. **Financial data reconciliation.**--The calculable line items from question V-9a (i.e., total net sales quantities and values, subtotal of raw material costs, total COGS, gross profit (or loss), total SG&A, operating income or (loss), 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?

		<p><b>If no--</b> If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs of the line item "All other expense and income items, net." If the net value of the items reported here is an expense/loss, it should be reported as a positive number. If the net value is an income/gain it should be reported as a negative value. If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.</p>
<b>Yes</b>	<b>No</b>	
<input type="checkbox"/>	<input type="checkbox"/>	

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

<b>Input</b>	<b>Share of total raw material costs (percent)</b>
Purchased/imported TTA	
Purchased/imported BTA	
Other material inputs <sup>1</sup>	
Total (should sum to 100 percent)	0.0
<sup>1</sup> Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that each account for: _____.	

V-10. **Blends.**— If your firm's reported net sales in question V-9a include blends, provide the net sales quantity of the blends sold in each period by (1.) total dry weight and (2.) dry weight of the corrosion inhibitors contained within the blend.

<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
	<b>Quantity (as specified)</b>				
<b>Net sales quantity</b> Blends (total dry weight)					
Blends (dry weight of corrosion inhibitors contained)					

c

V-11a. **Asset values: Processor of imports.**--Report the total assets (i.e., **both current and long-term assets**) associated with the refining, processing or purifying in the United States imported corrosion inhibitors. Total assets should reflect asset values after any accumulated depreciation and allowances are deducted.

For asset categories that are not specific to corrosion inhibitors (e.g., shared equipment, cash, inventories, etc.), please use an appropriate allocation method (such as production, sales, or costs) that is consistent with relevant cost allocations in question V-9a. If necessary, reasonable estimates are acceptable.

## Processor of Imports

Value (in dollars)			
Item	Calendar years		
	2017	2018	2019
Total assets (net)			

V-11b. **Description of reported assets.**-- Please describe the main asset categories (both current and long-term assets) in the above response. 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.

V-12a. **Capital expenditures and research and development ("R&D") expenses.**--Report your firm's capital expenditures and R&D expenses associated with your firm's refining, processing or purifying in the United States of imported corrosion inhibitors.

## Processor of Imports

Value (in dollars)					
Item	Calendar years			January-June	
	2017	2018	2019	2019	2020
Capital expenditures <sup>1</sup>					
R&D expenses <sup>2</sup>					

V-12b. **Description of reported capital expenditures.**-- Please describe the nature, focus, and significance of your firm's reported capital expenditures. If no capital expenditures were reported, please explain the reason.

V-12c. **Description of reported R&D expenses.**—Please describe the nature, focus, and significance of your firm’s reported R&D expenses. If no R&D expenses were reported, please explain the reason.

--

V-13. **Data consistency and reconciliation.**--Please confirm that your firm’s financial data for questions V-9a, V-11a, and V-12a are based on a calendar year basis:

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

**RECONCILIATION OF TRADE VS FINANCIAL DATA: REFINING, PROCESSING OR PURIFYING IMPORTED CORROSION INHIBITORS DOMESTICALLY IN THE UNITED STATES OF IMPORTED CORROSION INHIBITORS.**  
 - Please note the quantities and values reported for shipments (including export shipments) in question V-3a should reconcile with the total net sales quantities and values in question V-9a. If the calculated fields below return values other than zero (i.e., "0"), please explain the discrepancy below.

*Note.*—If you are refining, processing or purifying imported corrosion inhibitors domestically in the United States both domestically-produced and imported corrosion inhibitors (i.e., completing questions III-9a(ii) and V-9a), the reconciliation grid will not show zeros. It should instead show the quantities and values that are reported in question III-9a(ii).

Reconciliation	Calendar years			January-June	
	2017	2018	2017	2018	2017
<b>Quantity:</b> Shipment quantities from question V-3a (lines F, H, J, and L) less financial total net sales quantity data from question V-9a, = zero ("0").	0	0	0	0	0
<b>Value:</b> Shipment values from question V-3a (lines G, I, K, M) less financial total net sales value data from question V-9a, = zero ("0").	0	0	0	0	0

Do the data in question V-9a reconcile with data in question V-3a?

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

V-14. **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?

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

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

V-15. **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?

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

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

V-16. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of corrosion inhibitors from China?

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

V-17. **Other explanations.**--If your firm would like to further explain a response to a question in Part V 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.

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at: [LINK](#)

**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:** **CIFC**

- **E-mail.**—E-mail the MS Word questionnaire to [Lawrence.jones@usitc.gov](mailto: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 Refining, processing or purifying imported corrosion inhibitors domestically in the United States 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.