

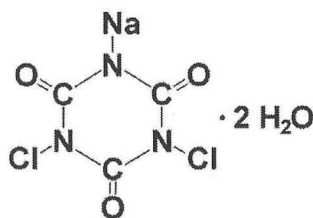
Before the U.S. International Trade Commission

Chlorinated Isocyanurates from Japan and China

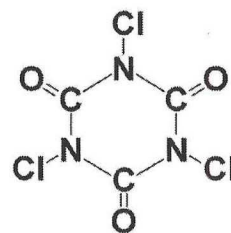
Inv. Nos. 701-TA-501 and 731-TA-1226 (Final)

Hearing – September 9, 2014

Petitioners' Public Exhibits

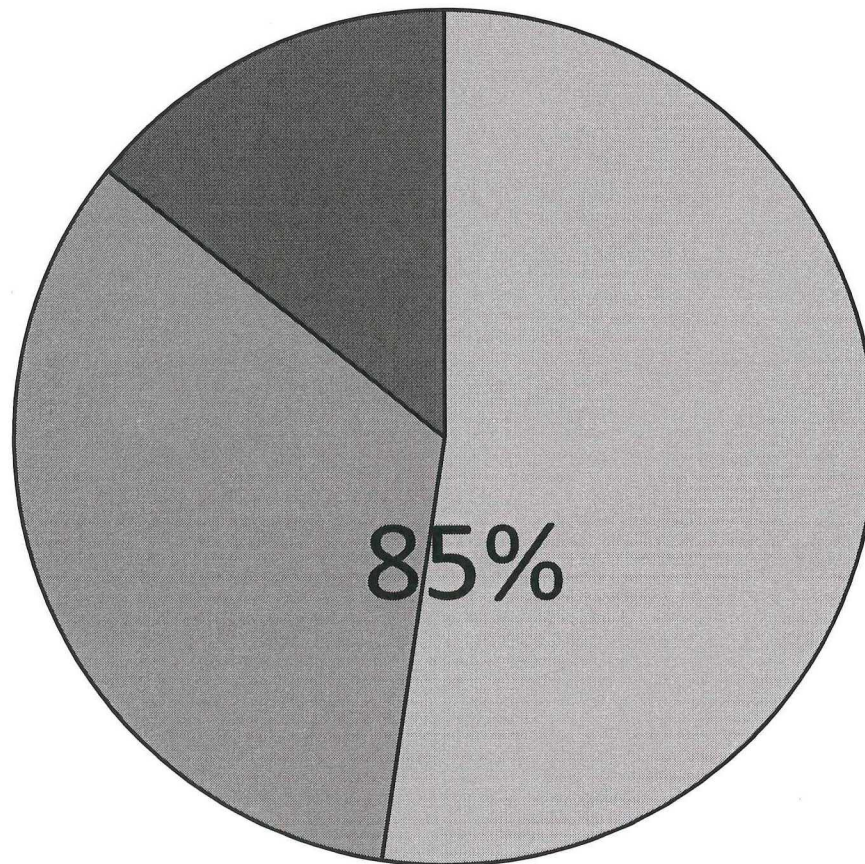


Sodium dichloroisocyanurate  
dihydrate



Trichloroisocyanuric acid

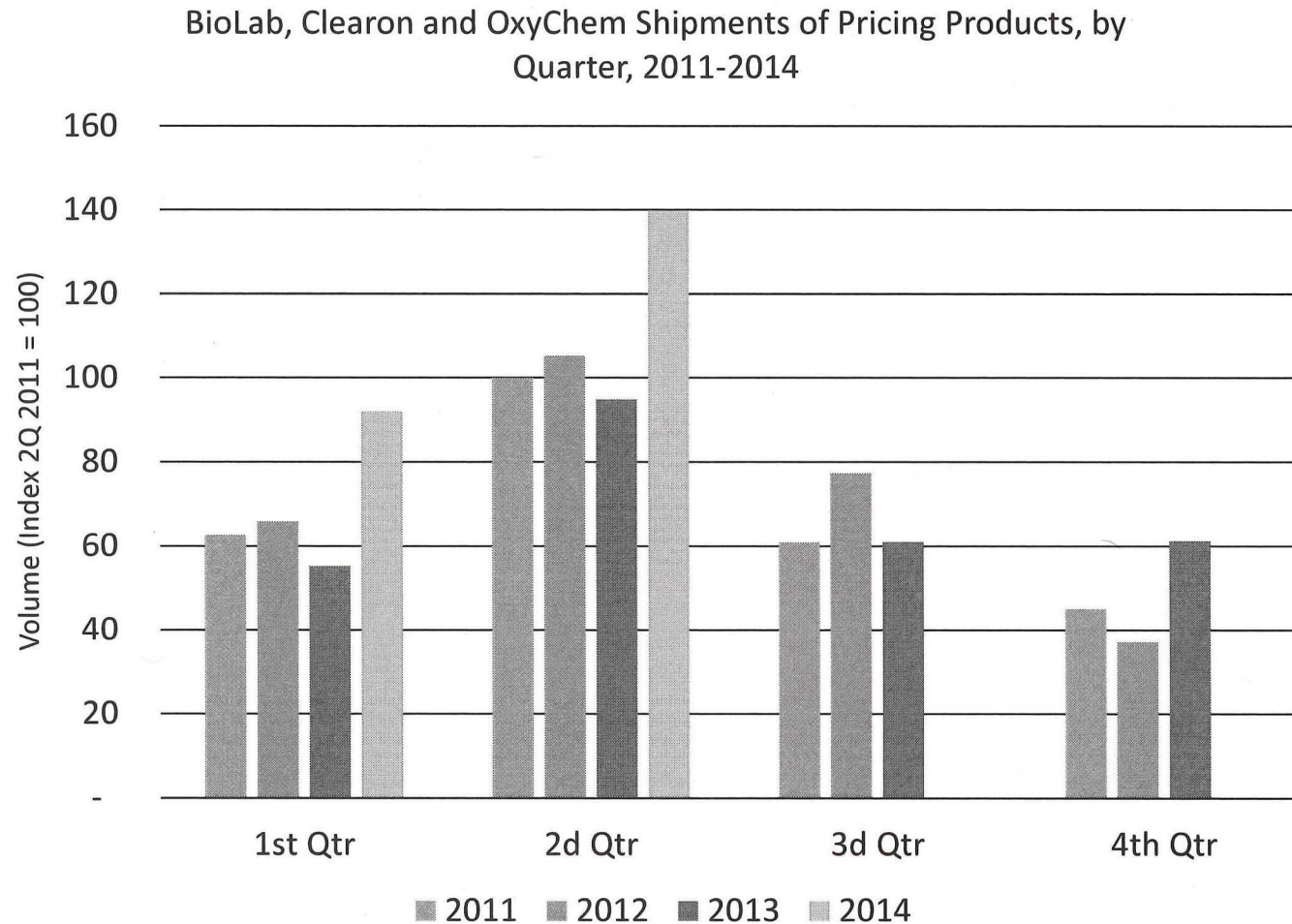
## Swimming Pools Account for about 85% of the Market



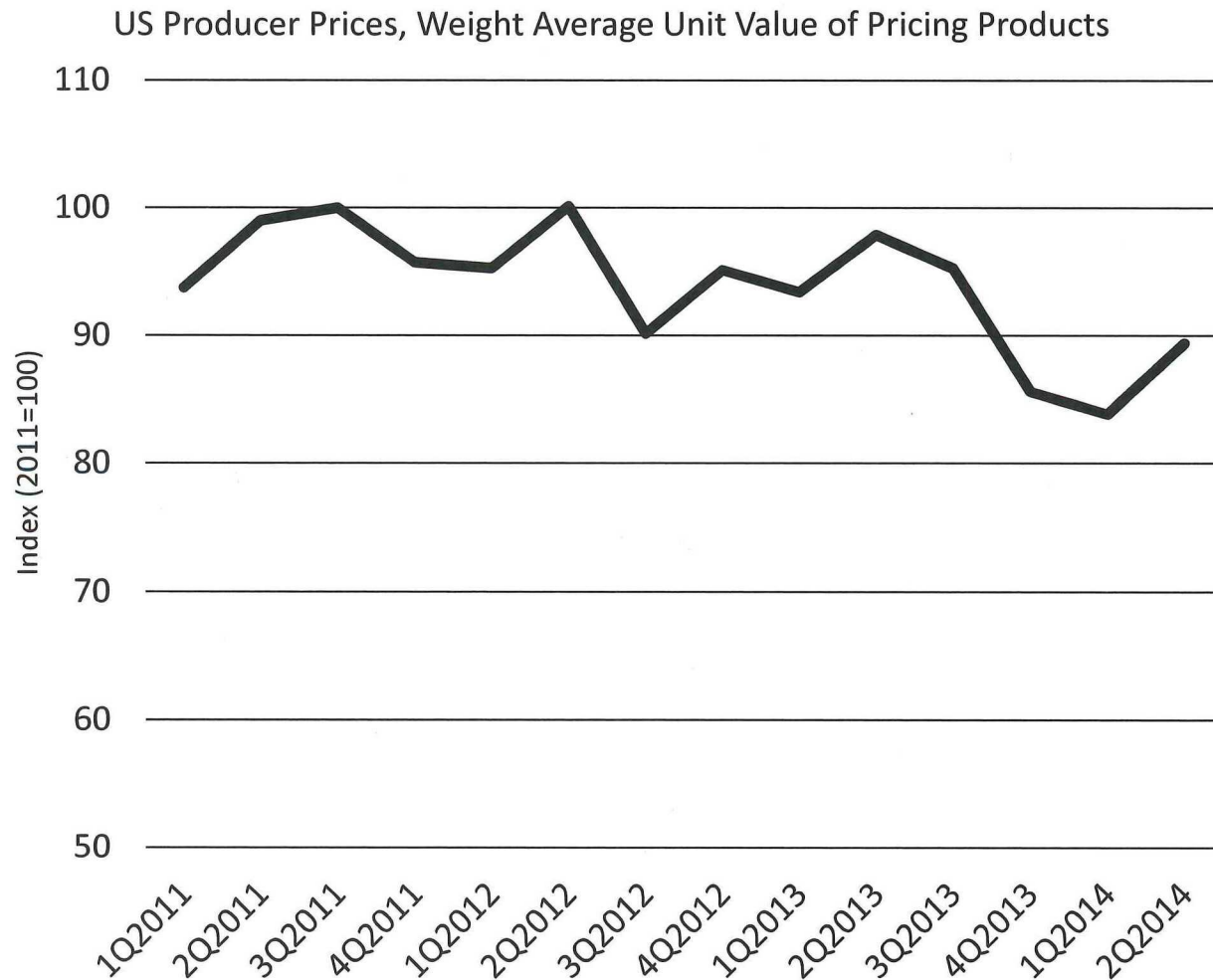
■ Swimming pool (repackers/tableters) ■ Swimming pool (retail) ■ Industrial



# The Isos Market is Seasonal



# Domestic producer prices Have Dropped Since the First Quarter 2011





# OxyChem announced a price increase in July 2014 – the first time since 2011

## Chlorinated Isocyanurates (ACL) – July 31, 2014 Price Increase Talking Points

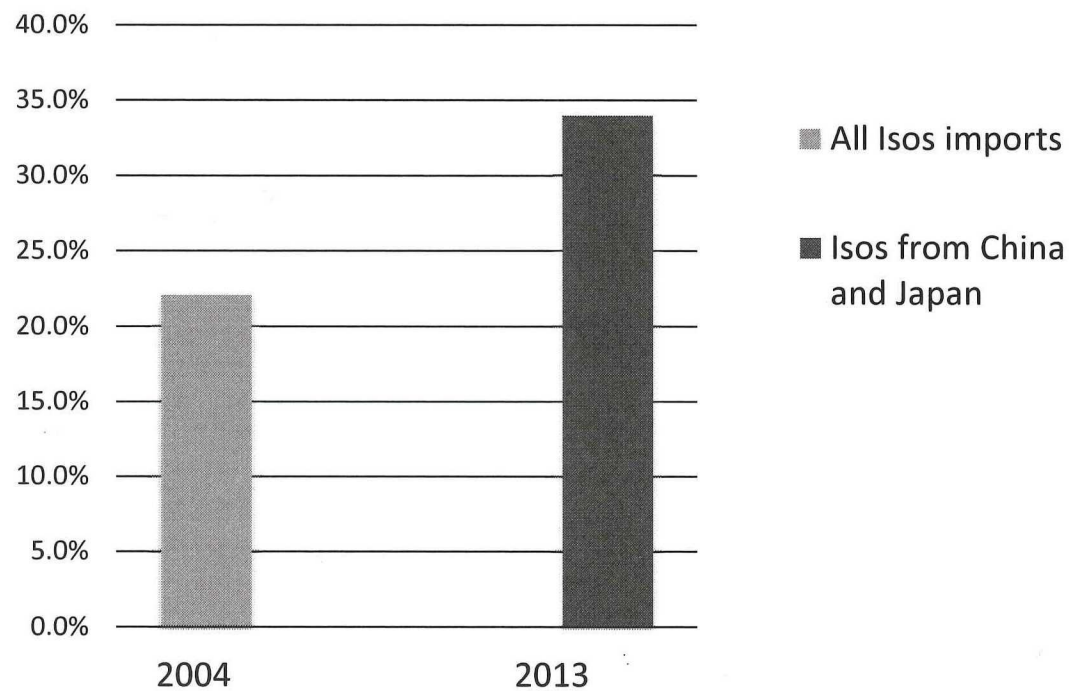
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### Price Increase to be Effective July 31, 2014

- A. **Positive rulings** in anti-dumping and countervailing cases against the Chinese and Japanese. This in turn is increasing domestic demand.
- B. **Raw material** cost increases
  - a. **Urea pricing** continues to be volatile with the Ag and DEF (diesel) markets.
- C. **Transportation, Warehousing & Packaging** cost increases
  - a. **Transportation:** Rates are up dramatically due to lack of drivers and competition for shipping lanes.
  - b. **Warehousing:** Storage costs have trended upward with improved US economic conditions. (Class II and III warehousing continues to be difficult to obtain on ACL® 56 and ACL® 60.)
  - c. **Packaging:** Pricing continues to escalate for high density polyethylene (HDPE) pails and lids
- D. **ACL Business Profitability**
  - a. The profitability of the ACL business continues to be severely challenged in the face of higher raw materials, transportation, warehousing and packaging costs.
  - b. The attached price increase will be the first announced by OxyChem's ACL business since July 2011.

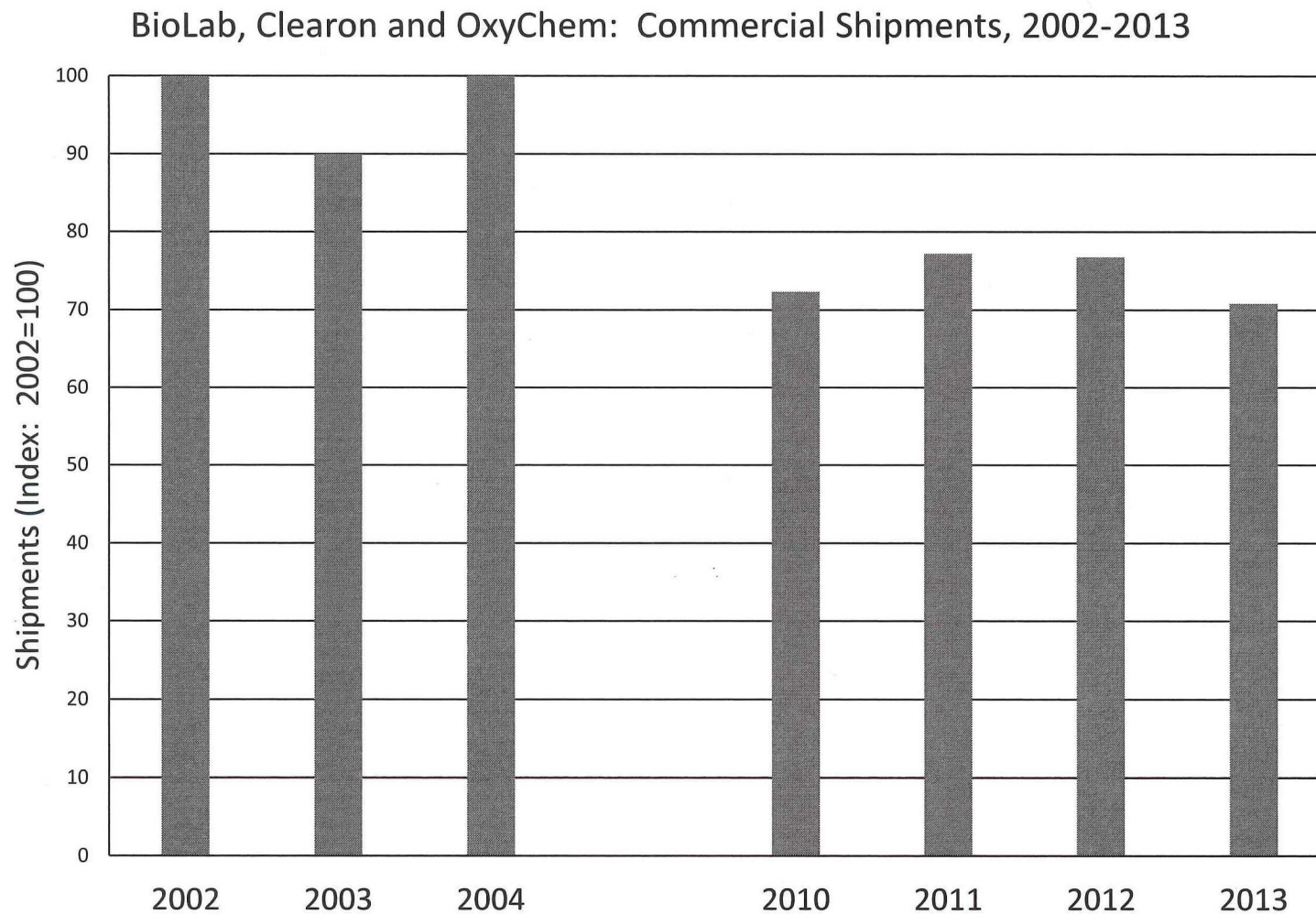
# Subject Imports' Market Share in 2012 Is Significantly Higher than All Imports Share in 2004

Isos Import Market Share



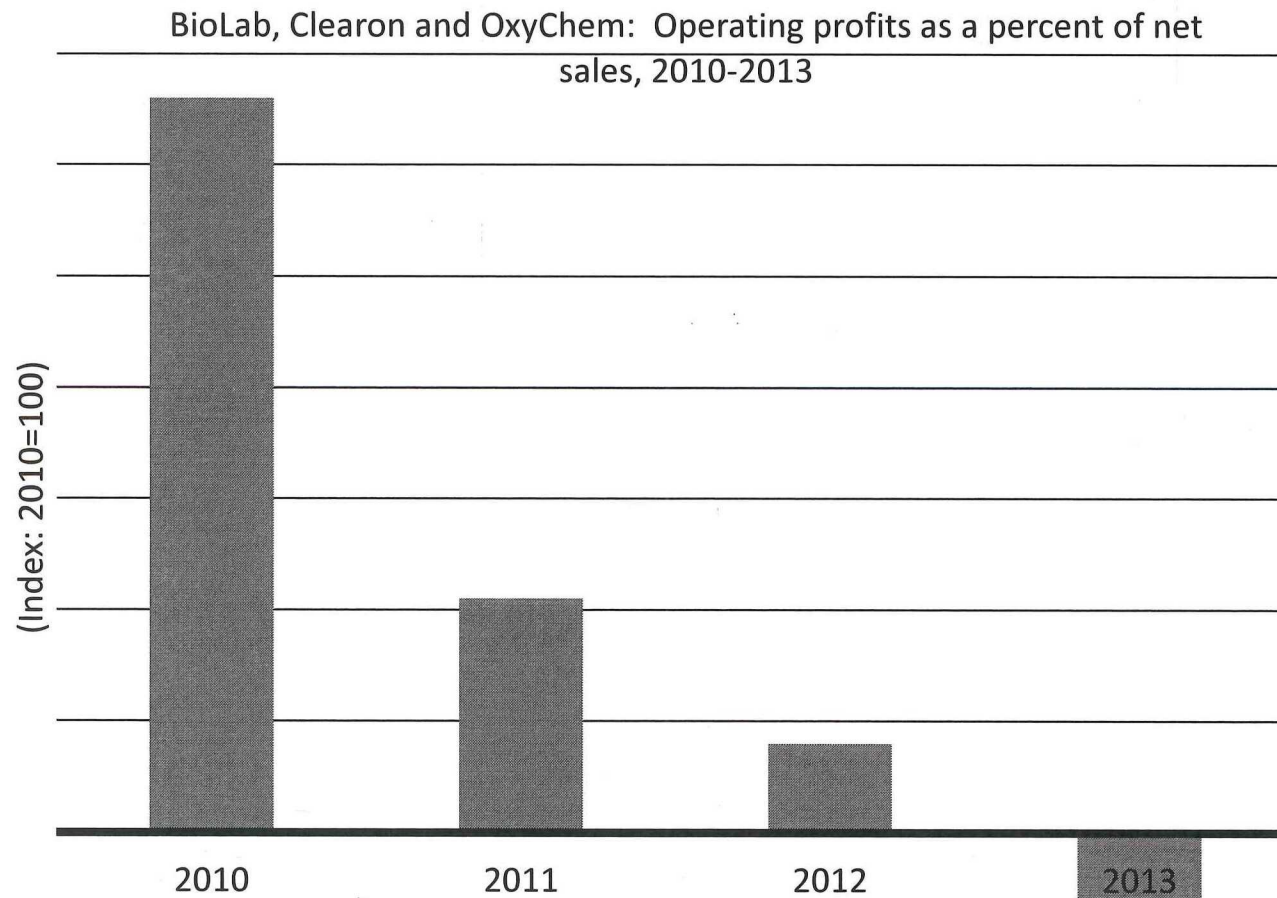
Source: USITC Pub. 3782, Census and petitioner data

Since the 2005 investigation, U.S. producers' shipments have declined





# As import market share increased and prices fell, U.S. Producers' profits disappeared





# Aerial View of Manufacturing Plant

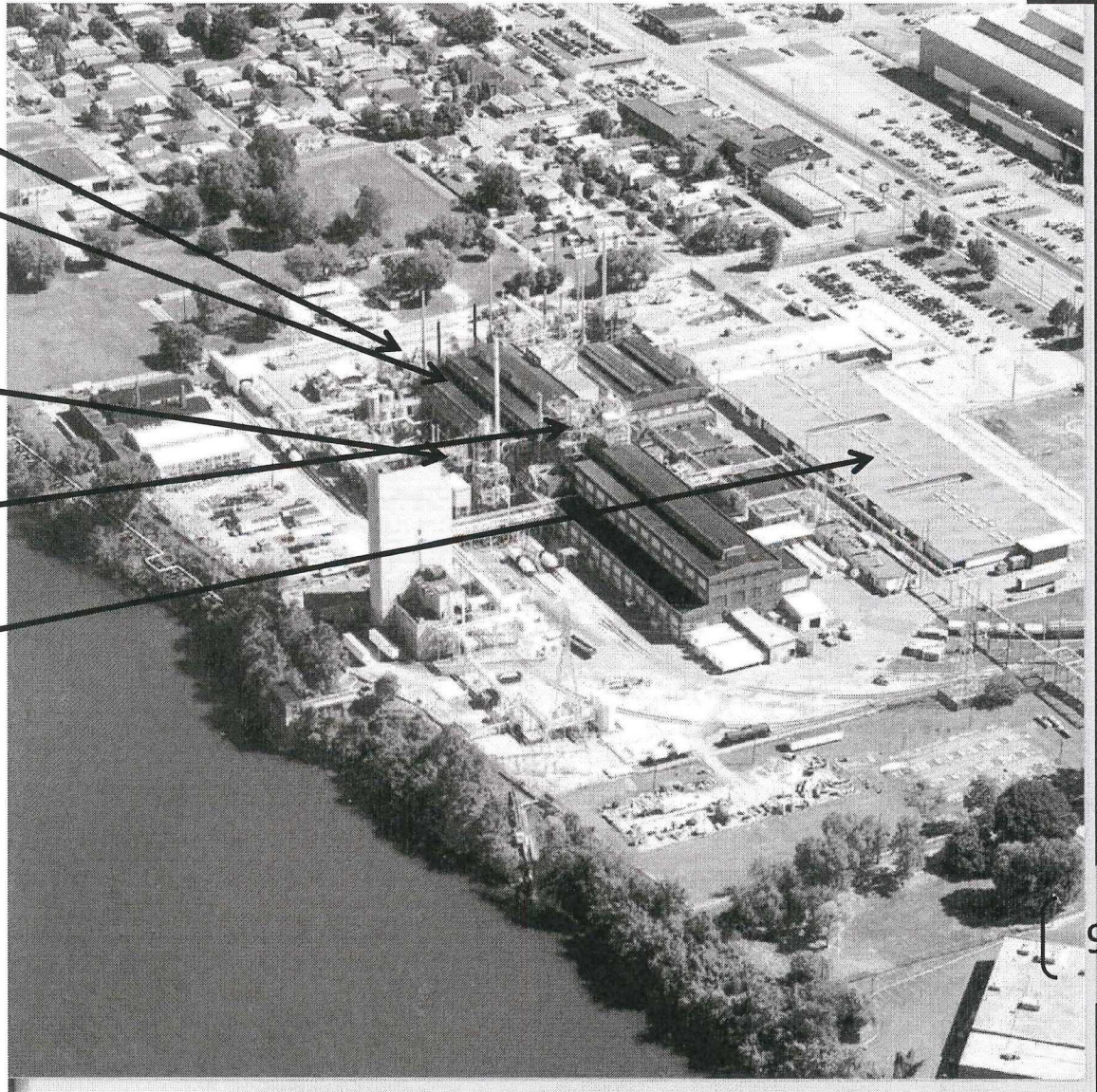
CYA Manufacturing

Digestion/Purification of CYA

Chlorination

Granulation/Screening

Bulk storage





# Clearon Tableting and Packaging Facility

The bottom  
floor is a  
finished goods  
warehouse.



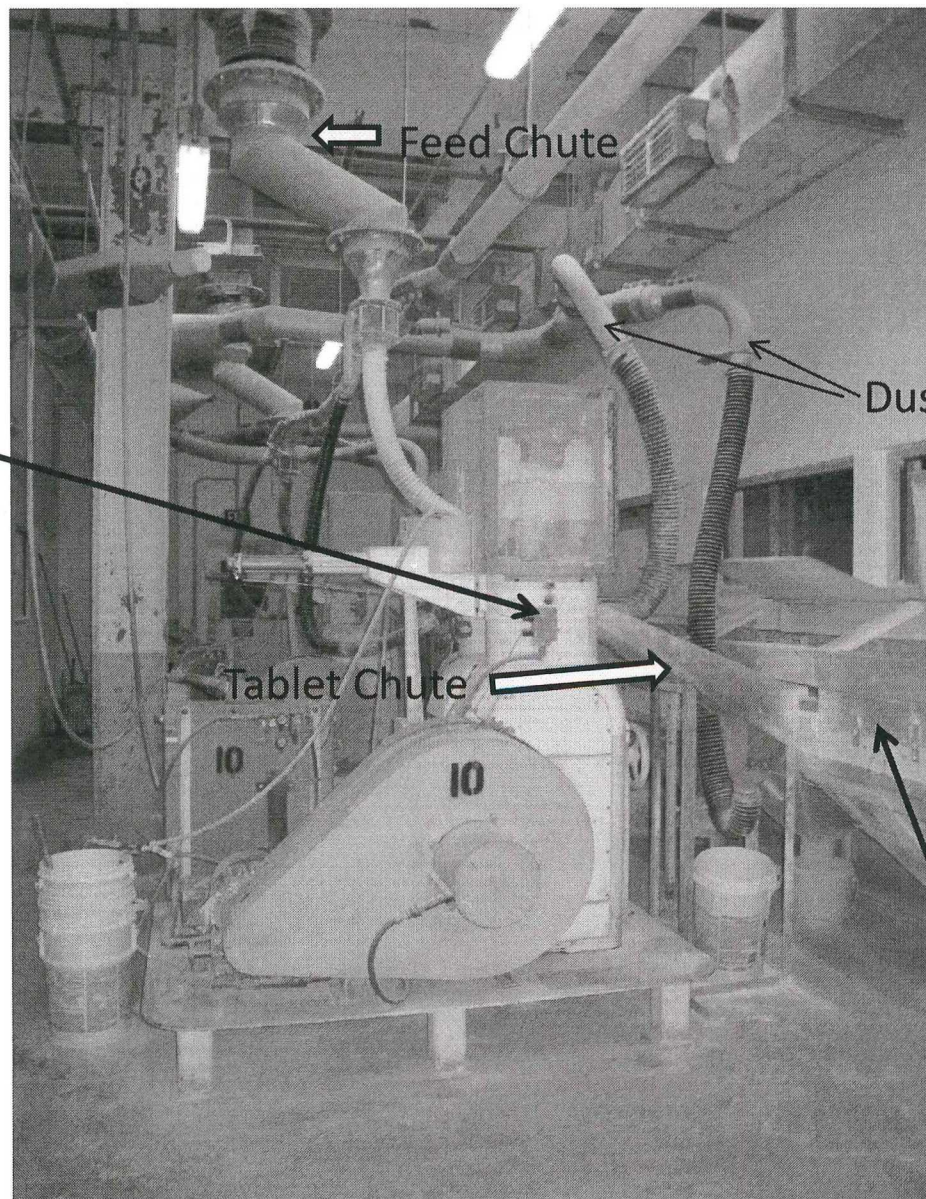
**CLK** Cassidy Levy Kent



Rotary Calciner  
used to convert  
urea into crude  
CYA







Tablet Press

Feed Chute

Dust Collector hoses

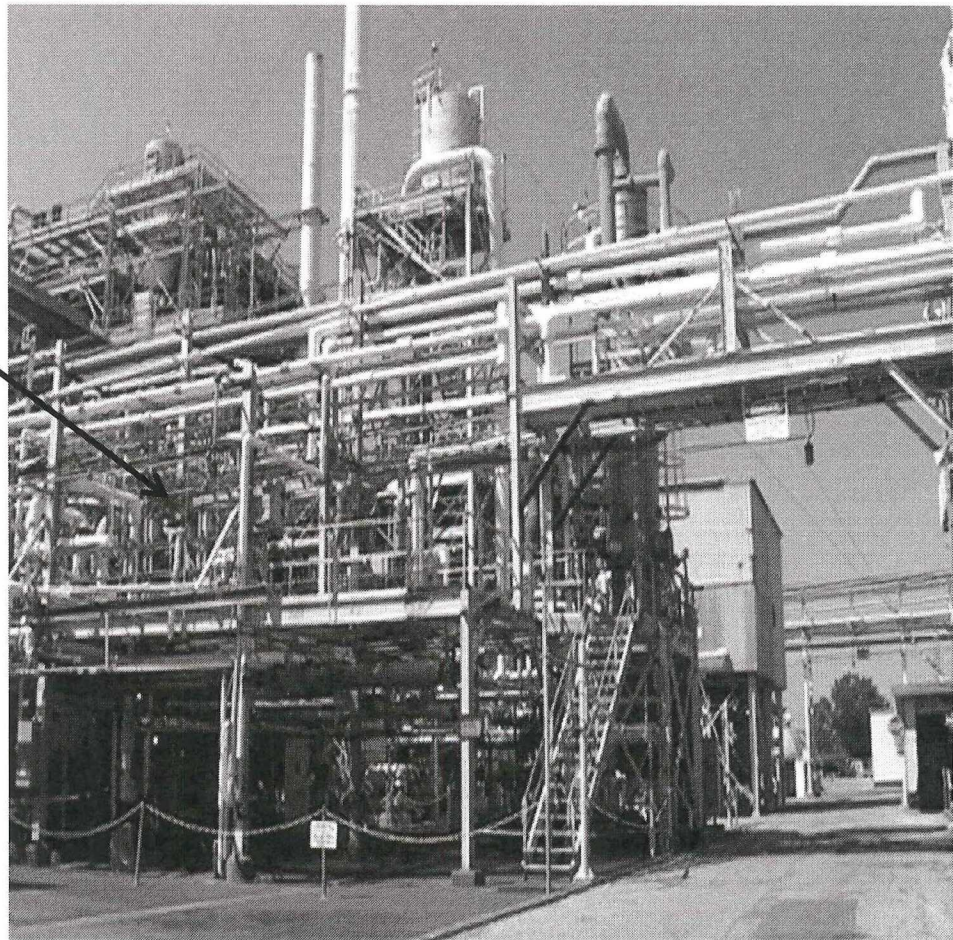
Tablet Chute

Tablet conveyor  
to take pressed  
tablets outside of  
press room for  
packaging.

The inside of a  
press room. It is  
enclosed for dust  
control.



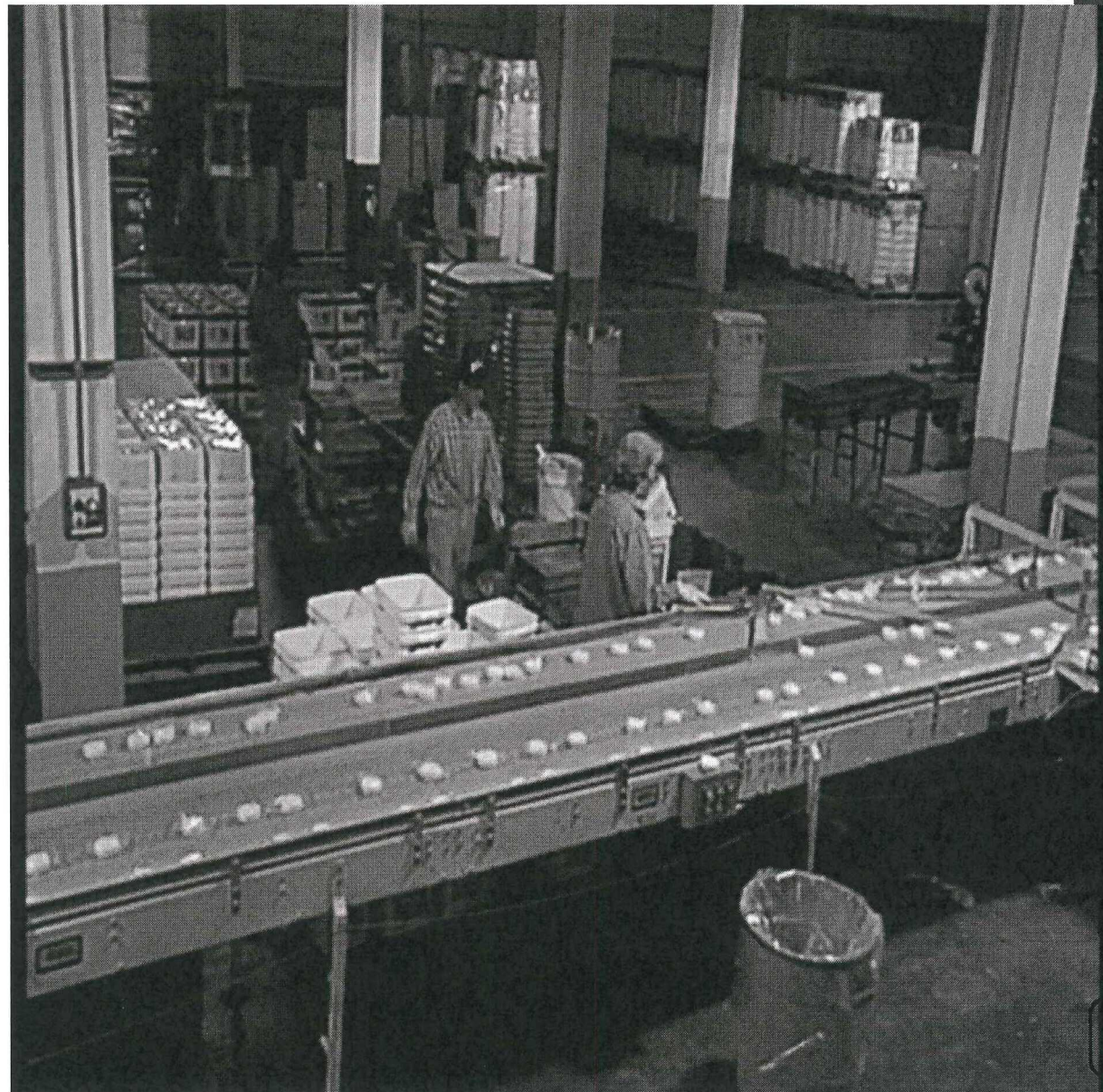
Chlorination area for both DCCA  
and TCCA





Tablets are conveyed to different stations for packaging

Five presses feed out onto this 3" tablet conveyor. From this conveyor there will be various stations set up to load the tablets into the proper finished goods containers.





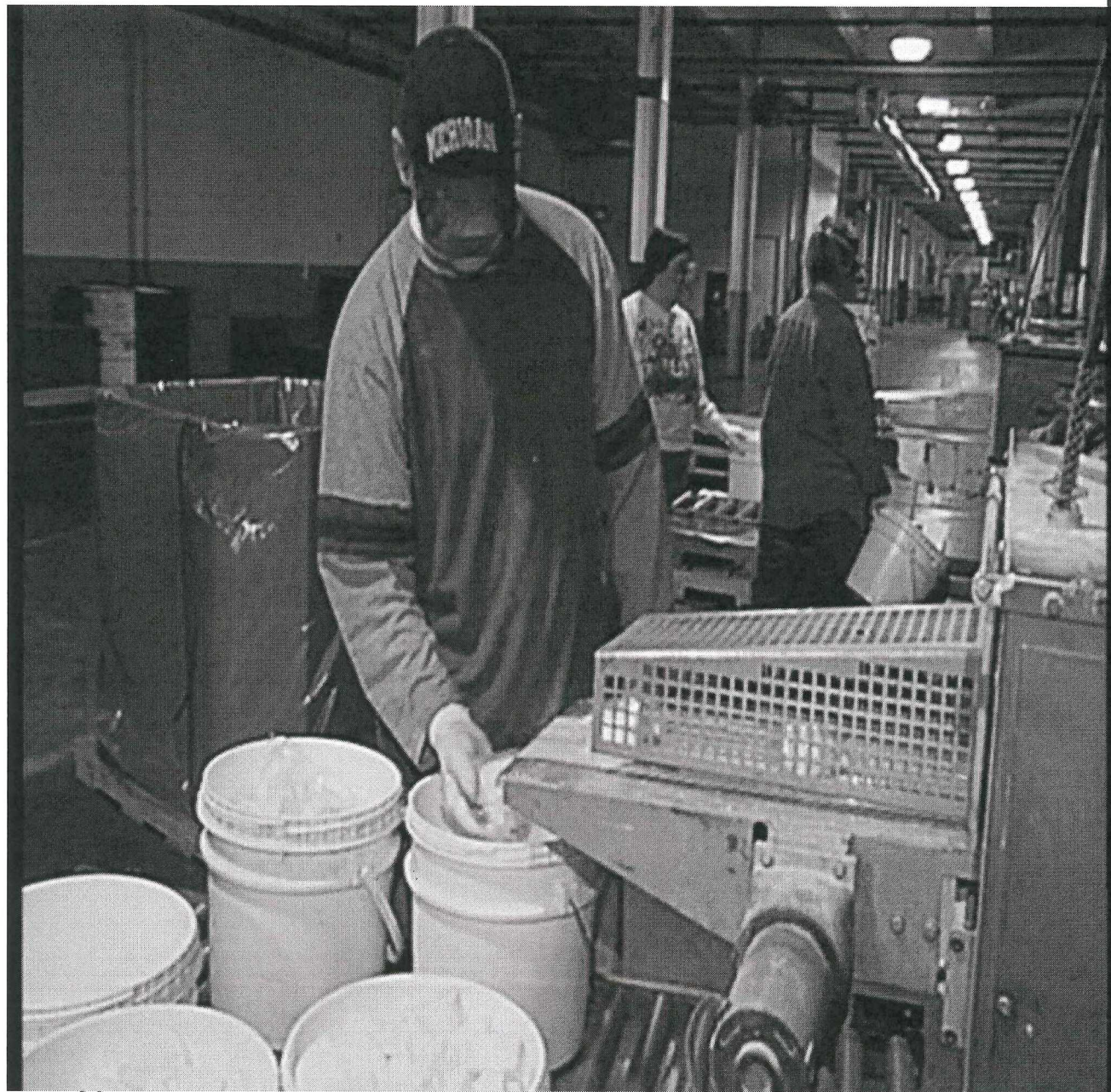
Central control board

This is the central control room for the manufacturing plant. It is a distributive control system (DCS).





Individually  
wrapped 3-inch  
TCCA tablets are  
fed into 25-lb.  
pails



**CLK** Cassidy Levy Kent