



Chlorinated Isocyanurates from China and Japan ITC Hearing

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Definition of Interchangeability in Purchaser Questionnaire

IV-2. **Interchangeability.**-- Are chlorinated isos produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Report for each possible combination, including granular compared to granular, granular compared to tableted, and tableted compared to tableted.

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

U.S. Producers are Price Leaders

“Purchasers reported that Alden Leeds, Arch, **BioLab**, **Clearon**, Leslie’s, Oreq, **Oxy** and Wal-Mart were price leaders. **Oxy** was the most frequently identified price leader, with purchasers noting that **Oxy** is the largest U.S. producer. One purchaser stated that **Oxy** raises prices when its supply is limited or sold out and that competitors follow with prices increases. **BioLab**, Arch, LPM, and Wal-Mart were identified as price leaders in the retail market. Several purchasers noted that Arch and **Clearon** offer “dealer prices.” *** stated that **BioLab**, Arch, **Clearon** and **Oxy** are the leading firms that supply directly all of the big box and club stores such as Wal-Mart, Lowes, Home Depot, Sam’s Club, Costco and BJ's.”