

---

**PRODUCERS' QUESTIONNAIRE**  
**SULFANILIC ACID FROM CHINA AND INDIA**

---

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than November 10, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty review investigation concerning sulfanilic acid from India (inv. No. 701-TA-318 (Second Review)) and antidumping review investigations concerning sulfanilic acid from China and India (inv. Nos. 731-TA-538 and 561 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced sulfanilic acid (as defined in the instruction booklet) at any time since January 1, 1999?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
---

**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 signing 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 these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

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 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I-3. Do you support or oppose continuation of the countervailing and antidumping duty orders currently in place for sulfanilic acid from China and India? Please explain. Please indicate if your position would differ with regard to China or India.

Support     Oppose     Take no position

\_\_\_\_\_  
\_\_\_\_\_

I-4. Is your firm owned, in whole or in part, by any other firm?

No     Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sulfanilic acid from China or India into the United States or which are engaged in exporting sulfanilic acid from China or India to the United States?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing sulfanilic acid from countries other than China or India into the United States or which are engaged in exporting sulfanilic acid from countries other than China or India to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of sulfanilic acid?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for sulfanilic acid?

No  Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

---



---

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No.

\_\_\_\_\_

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of sulfanilic acid since 1992?

No           Yes--Supply details as to the time, nature, and significance of such changes.

---

---

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of sulfanilic acid in the future?

No           Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Include in your response a specific projection of your firm's capacity to produce sulfanilic acid (in 1,000 pounds) for 2005 and 2006.

---

---

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of sulfanilic acid in the future if the countervailing duty and antidumping duty orders on sulfanilic acid from China and India were to be revoked?

No           Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Please indicate whether the changes would differ depending on the country of origin.

---

---

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-5. Has your firm since 1992 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of sulfanilic acid and/or using the same production and related workers employed to produce sulfanilic acid?

No                       Yes--List the following information and report your firm's combined production capacity and production of these products and sulfanilic acid in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in 1,000 pounds)</i>								
Item	1999	2000	2001	2002	2003	2004	Jan.-Sept.	
							2004	2005
<b>AVERAGE PRODUCTION CAPACITY</b>								
<b>PRODUCTION</b>								

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-7. Is your firm able to switch production between sulfanilic acid and other products in response to a relative change in the price of sulfanilic acid vis-a-vis the price of other products, using the same equipment and labor?

No                       Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from sulfanilic acid.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sulfanilic acid in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES (quantity)</b>						
<b>PRODUCTION (quantity)</b>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption:</b>						
Quantity of internal consumption						
Value <sup>2</sup> of internal consumption						
<b>Transfers to related firms:</b>						
Quantity of transfers to related firms						
Value <sup>2</sup> of transfers to related firms						
<b>EXPORT SHIPMENTS:<sup>3</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>4</sup> (quantity)</b>						
<b>U.S. SHIPMENTS TO DISTRIBUTORS (quantity)</b>						
<b>U.S. SHIPMENTS TO END USERS (quantity)</b>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs (1,000 hours)</b>						
<b>WAGES PAID TO PRWs (value)</b>						

<sup>1</sup> The production capacity (see definitions in instruction booklet) 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 (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sulfanilic acid in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>						
<b>Item</b>	<b>January-September 2004</b>			<b>January-September 2005</b>		
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup> (quantity)</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES (quantity)</b>						
<b>PRODUCTION (quantity)</b>						
<b>U.S. SHIPMENTS:</b>						
<b>Commercial shipments:</b>						
Quantity of commercial shipments						
Value of commercial shipments						
<b>Internal consumption:</b>						
Quantity of internal consumption						
Value <sup>2</sup> of internal consumption						
<b>Transfers to related firms:</b>						
Quantity of transfers to related firms						
Value <sup>2</sup> of transfers to related firms						
<b>EXPORT SHIPMENTS:<sup>3</sup></b>						
Quantity of export shipments						
Value of export shipments						
<b>END-OF-PERIOD INVENTORIES<sup>4</sup> (quantity)</b>						
<b>U.S. SHIPMENTS TO DISTRIBUTORS (quantity)</b>						
<b>U.S. SHIPMENTS TO END USERS (quantity)</b>						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs (1,000 hours)</b>						
<b>WAGES PAID TO PRWs (value)</b>						

<sup>1</sup> The production capacity (see definitions in instruction booklet) 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 (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-September 2004 and January-September 2005 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-9. If you reported transfers to related firms in question II-8, please 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-10. Other than direct imports, has your firm otherwise purchased sulfanilic acid since January 1, 1999? (See definitions in the instruction booklet.)

No  
 Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>								
Item	1999	2000	2001	2002	2003	2004	Jan.-Sept.	
							2004	2005
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>								
<b>CHINA:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>INDIA:</b>								
<i>Quantity</i>								
<i>Value</i>								
<b>ALL OTHER COUNTRIES:</b>								
<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>2</sup></b>								
<i>Quantity</i>								
<i>Value</i>								
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>								
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>								



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-11. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of sulfanilic acid?

No       Yes--Name firm(s): \_\_\_\_\_

II-12. Does your firm produce sulfanilic acid in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-13. Since January 1, 1999, has your firm imported sulfanilic acid?

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-14. Describe the significance of the existing countervailing and antidumping duty orders covering imports of sulfanilic acid from China and India in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders. Please indicate whether the significance has differed depending on the country of origin.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of sulfanilic acid in the future if the countervailing and antidumping duty orders on sulfanilic acid from China and India were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide. Please indicate whether the significance would differ depending on the country of origin.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-16. Describe the significance, if any, of the existing orders covering imports of sulfanilic acid from Hungary and Poland in terms of its effects on your firm's domestic operations producing sulfanilic acid over the period surveyed.

---

---

---

---

II-17. Describe the significance, if any, of the Clean Water Act on your firm's domestic operations producing sulfanilic acid over the period surveyed.

---

---

---

---

II-18. Describe the significance, if any, of the Food and Drug Administration's regulations concerning food dyes on your firm's operations producing sulfanilic acid over the period surveyed.

---

---

---

---

II-19. Please describe your domestic production operations, the types of sulfanilic acid you produce, and your purchasers' applications for the sulfanilic acid you produce, to the extent known, over the period surveyed.

---

---

---

---

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202) 205-3247 or mary.klir@usitc.gov.

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below:  
 \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include sulfanilic acid: \_\_\_\_\_
2. Are profit/loss statements for sulfanilic acid prepared: 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 \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes sulfanilic acid, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-5. Other products.--Please list any other products you produced in the facilities in which you produced sulfanilic acid, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<b>Product(s)</b>	<b>Share of sales</b>
_____	_____
_____	_____
_____	_____

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of sulfanilic acid from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-7. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No                       Yes--Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of sulfanilic acid. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-9. Operations on sulfanilic acid.--Report the revenue and related cost information requested below on the sulfanilic acid operations of your U.S. establishment(s).<sup>1</sup> **Do not report resales of sulfanilic acid. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.** Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir, Auditor at (202) 205-3247 before completing this section of the questionnaire.

<b>(Quantity in thousands of pounds, value in \$1,000)</b>								
Item	Fiscal year						Jan.-Sept.	
	1999	2000	2001	2002	2003	2004	2004	2005
<b>Net sales quantities:<sup>2</sup></b>								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales quantities								
<b>Net sales values:<sup>2</sup></b>								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales values								
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>								
Raw materials								
Direct labor								
Other factory costs								
Total cost of goods sold								
<b>Gross profit or (loss)</b>								
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>								
Selling expenses								
General and administrative expenses								
Total SG&A expenses								
<b>Operating income or (loss)</b>								
<b>Other income and expenses:</b>								
Interest expense								
All other expense items								
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>								
All other income items								
All other income or expenses, net								
<b>Net income or (loss) before income taxes</b>								
<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> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

**PART III.--FINANCIAL INFORMATION--Continued**

III-10. **RAW MATERIALS used in your operations on sulfanilic acid.**—This section seeks to isolate changes in certain raw material costs on your firm's income reported in question III-9. Report below your firm's purchases of aniline for the specified calendar quarters.

Period	Aniline quantity purchased (1,000 pounds)	Aniline purchase cost (\$1,000)
1999: January-March		
April-June		
July-September		
October-December		
2000: January-March		
April-June		
July-September		
October-December		
2001: January-March		
April-June		
July-September		
October-December		
2002: January-March		
April-June		
July-September		
October-December		
2003: January-March		
April-June		
July-September		
October-December		
2004: January-March		
April-June		
July-September		
October-December		
2005: January-March		
April-June		
July-September		

**PART III.--FINANCIAL INFORMATION--Continued**

III-11. Asset values.--Report the total assets associated with the production, warehousing, and sale of sulfanilic acid. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

<b>(Value in \$1,000)</b>						
<b>Assets associated with the production, warehousing, and sale of sulfanilic acid:</b>	<b>Fiscal year</b>					
	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>1. Current assets:</b>						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Other (describe _____)						
F. Total current assets (lines 1.A. through 1.E.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other</b> (describe _____)						
<b>4. Total assets</b> (lines 1.F., 2.C., and 3)						

III-12. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on sulfanilic acid. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<b>(Value in \$1,000)</b>						
<b>Item</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						

<b>Item</b>	<b>January-September 2004</b>	<b>January-September 2005</b>
<b>Capital expenditures</b>		
<b>Research and development expenditures</b>		

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Catherine DeFilippo (202-205-3253).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_                      \_\_\_\_\_  
Phone No.                      E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following sulfanilic acid products during January 1999–September 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

**Product 1.–Technical grade sulfanilic acid (see definition in instruction booklet)**

**Product 2.–Refined grade sulfanilic acid (see definition in instruction booklet)**

**Product 3.–Sodium sulfanilate (see definition in instruction booklet)**

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm to unrelated U.S. customers. Indicate in the space provided at the top of the page the product for which pricing is reported.



**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-A.--PRICE DATA--Continued**

Product 1     Product 2     Product 3

<i>(Quantity in 1,000 pounds, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>1</sup>
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		

<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 U.S. point of shipment.

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of sulfanilic acid (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

---



---

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---



---

IV-B-3. What are your firm's typical sales terms for its U.S.-produced sulfanilic acid (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic sulfanilic acid usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what shares of your firm's sales of its U.S.-produced sulfanilic acid in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced sulfanilic acid?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of sulfanilic acid that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's sulfanilic acid?

- National     Regional—please specify regions below:
- Northeast     Mid-Atlantic     Midwest     Southeast
- Southwest     Rocky Mountains     West Coast     Northwest
- National     Other (describe) \_\_\_\_\_

IV-B-10. Describe the end uses of the sulfanilic acid that you manufacture. For each end-use product, what percentage of the total cost is accounted for by sulfanilic acid?

<u>End use</u>	<u>Share of total cost accounted for by sulfanilic acid (percent)</u>
_____	_____
_____	_____
_____	_____

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-11. Have there been any changes in the end uses of sulfanilic acid since 1999?

- No       Yes--Please describe.

---

---

IV-B-12. Do you anticipate any changes in terms of the end uses of sulfanilic acid in the future?

- No       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

---

---

IV-B-13. (a) Please list in order of importance any products that may be substituted for sulfanilic acid.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

---

---

(c) Have changes in the prices of these products affected the price for sulfanilic acid?

- No       Yes--To what degree do changes in their prices affect the price for sulfanilic acid? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of sulfanilic acid or final end use?

---

---

IV-B-14. Have there been any changes in the number or types of products that can be substituted for sulfanilic acid since 1999?

- No       Yes--Please explain.

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for sulfanilic acid in the future?

- No                       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

---

---

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for sulfanilic acid during January 1999-September 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

---

---

IV-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced sulfanilic acid in the U.S. market since 1999?

- No                       Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

---

---

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced sulfanilic acid in the U.S. market in the future?

- Increase                       No Change                       Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-19. Has the availability of NONSUBJECT imported sulfanilic acid changed since 1999?

- No       Yes--Please explain.

---

---

IV-B-20. Describe how easily your firm can shift its sales of sulfanilic acid between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting sulfanilic acid between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

---

---

IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of sulfanilic acid since 1999?

- No       Yes--Please describe and quantify if possible.

---

---

IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of sulfanilic acid in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No       Yes--Please identify, including the time period.

---

---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-23. a) How has demand within the United States (and outside the United States, if known) for sulfanilic acid changed since 1999?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

b) How has demand outside the United States for sulfanilic acid changed since 1999?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

IV-B-24. Do you anticipate any future changes in sulfanilic acid demand in the United States and, if known, the rest of the world?

No                       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-B-25. Please compare market prices of sulfanilic acid in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss sulfanilic acid supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China and/or India, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

IV-B-27. Are your exports of sulfanilic acid subject to any tariff or non-tariff barriers to trade in other countries?

- No       Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

---

---

IV-B-28. Does your firm sell sulfanilic acid over the internet?

- No       Yes--Please describe, noting the estimated percentage of your firm's total sales of sulfanilic acid in 2004 accounted for by internet sales.

---

---



**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-29. Is sulfanilic acid produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	India	Other countries
United States				
China				
India				

<sup>1</sup> For any country-pair producing sulfanilic acid which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between sulfanilic acid produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	India	Other countries
United States				
China				
India				

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of sulfanilic acid, identify the country-pair and report the advantages or disadvantages imparted by such factors:

---



---



---



---



---



---



---



---



---



---