

PRODUCERS' QUESTIONNAIRE
SODIUM HEXAMETAPHOSPHATE (SHMP) FROM CHINA

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 February 22, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning sodium hexametaphosphate (SHMP) from China (inv. No. 731-TA-1110 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your 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 SHMP (as defined in the instruction booklet) at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (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 this investigation in any other import-injury investigations 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 this investigation 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 this investigation 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

Email address

PART I.--GENERAL QUESTIONS

Note that there is an instruction booklet with definitions that accompanied this questionnaire. Please contact Debra Baker (Debra.Baker@USITC.GOV) if the booklet became separated from the questionnaire and you do not have it available.

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 40 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 production facilities covered by this questionnaire (see page 3 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 the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

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 II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same equipment and machinery used in the production of **SHMP**?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
SHMP	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce **SHMP**?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
SHMP	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of **SHMP**?

No Yes--Name firm: _____

II-7. Does your firm produce **SHMP** in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2004, has your firm imported **SHMP**?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **SHMP** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in metric tons, value in \$1,000)</i>			
Item	Calendar years		
	2004	2005	2006
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)			
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			
<p>¹ 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).</p> <hr/> <p>² 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 2004, 2005, and 2006 below:</p> <hr/> <p>³ Identify your principal export markets: _____.</p> <p>⁴ 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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p>			

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

II-10. If you reported transfers to related firms in question II-9, 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-11. Report your firm's shipments of **SHMP** produced in your U.S. establishment(s) during the specified periods, by type of product. Note that food grade SHMP is defined as that meeting *Food Chemical Codex* specifications. Report data for your firm's total U.S. shipments (i.e., commercial shipments, internal consumption, and transfers to related firms). Do NOT include your firm's shipments of product outside the United States (i.e., export shipments). (See definitions in the instruction booklet.) **It is acceptable for your firm to calculate the below data based upon your estimates of the relative percentages that fall within each category.**

<i>(Quantity in metric tons, value in \$1,000)</i>			
Item	Calendar years		
	2004	2005	2006
U.S. SHIPMENTS:			
Food grade, regular chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
<i>Quantity</i>			
<i>Value</i>			
Food grade, long chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
<i>Quantity</i>			
<i>Value</i>			
Technical grade, regular chain (for the reported products, list the P₂O₅ range) ____ % to ____ % and the chain range ____ to ____)			
<i>Quantity</i>			
<i>Value</i>			
Technical grade, long chain (for the reported products, list the P₂O₅ range: ____ % to ____ % and the chain range ____ to ____)			
<i>Quantity</i>			
<i>Value</i>			
All other grades:¹			
<i>Quantity</i>			
<i>Value</i>			
TOTAL of above:²			
<i>Quantity</i>			
<i>Value</i>			

¹ Please identify the grade and/or end-use: _____

² Reconciliation of data--Please note that the totaled U.S. shipment figures should equal U.S. shipments reported on the previous page in question II-9 (i.e., the total of commercial shipments, internal consumption, and transfers to related firms). Do the data reported reconcile?

Yes No--Please explain: _____

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

II-12. Please discuss the differences, if any, in the manufacturing processes for producing differing chain lengths (i.e., regular compared to long chain) of **SHMP**. Please also provide a discussion of the time and cost involved in switching your firm's production from regular to long chain.

II-13. Please discuss the production method used by your firm to manufacture **SHMP**. If your firm uses more than one method, please also identify the share (in percent) of your production accounted for by each method. In answering, please specify whether or not your firm's production operations are fully (or partially) integrated or whether you start the production process with phosphoric acid.

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

II-14. Other than direct imports, has your firm otherwise purchased **SHMP** since January 1, 2004?
(See definitions in the instruction booklet.)

- No
 Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in metric tons, value in \$1,000)</i>			
Item	Calendar years		
	2004	2005	2006
PURCHASES FROM U.S. IMPORTERS² OF SHMP FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
ALL OTHER COUNTRIES:			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>			
² 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 III.--FINANCIAL INFORMATION

Note that there is an instruction booklet with definitions that accompanied this questionnaire. Please contact Debra Baker (Debra.Baker@USITC.GOV) if the booklet became separated from the questionnaire and you do not have it available.

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175 or John.Ascienzo@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 SHMP: _____
- 2. Does your firm prepare profit/loss statements for SHMP: 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 SHMP, 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.

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

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of SHMP from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of SHMP that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on SHMP); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--please contact John Ascienzo at 202-205-3175.

III-10. For each annual period for which financial results are reported in question III-11, please provide in the space below details of the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's SHMP operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on SHMP.--Report the revenue and related cost information requested below on the SHMP operations of your U.S. establishment(s).¹ Do not report resales of products. 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 three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175 before completing this section of the questionnaire.

(Quantity in metric tons, value in \$1,000)			
Item	Fiscal years ended		
	20__	20__	20__
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Operating income or (loss):			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.			

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of SHMP. 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 three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ended		
	20__	20__	20__
Assets associated with the production, warehousing, and sale of SHMP:			
1. Current assets:			
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.)			
2. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
3. Other non-current assets (describe_____)			
4. Other non-current assets (describe_____)			
5. Total assets (lines 1.F., 2.C., 3, and 4)			

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on SHMP. Provide data for your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
Item	Fiscal years ended		
	20__	20__	20__
Capital expenditures			
Research and development expenditures			

III-14. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of SHMP from China?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of SHMP from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm to unrelated U.S. customers.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² 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 RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to both technical and food grade SHMP. If your response to any question differs based on the grade of SHMP, please note this in your response.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of SHMP (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.) for its sales of SHMP.

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

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced SHMP in 2006 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 RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

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 SHMP?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of SHMP 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 SHMP?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

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

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-11. (a) Please list in order of importance any products that may be substituted for SHMP.

(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 SHMP?

No Yes--To what degree do changes in their prices affect the price for SHMP?
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 SHMP or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for SHMP changed since January 1, 2004? What principal factors affect changes in demand?

Increased Unchanged Decreased

IV-B-13. Have there been any significant changes in the product range or marketing of SHMP since January 1, 2004?

No Yes--Please describe.

IV-B-14. Does your firm sell SHMP over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of SHMP in 2006 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-15 a) Do your customers require the SHMP that you sell to them be certified or pre-qualified with respect to the quality, chemistry, or other performance characteristics?

No

Yes— ____ percent of sales in 2006

Yes—all sales

b) Please provide a general description of the certification or qualification process; include in your response the grade of SHMP that must be certified or qualified.

C) How long does certification or qualification take? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-16. Is SHMP 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 "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair producing SHMP which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use. In your response relating to "other countries", if the degree of interchangeability differs for different non-subject countries, please note this below.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-17. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between SHMP 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.¹

Country-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of SHMP, identify the country-pair and report the advantages or disadvantages imparted by such factors. In your response relating to "other countries", if the existence of differences other than price differs for different non-subject countries, please note this below.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for SHMP during 2004-2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of SHMP that each of these customers accounted for in 2006.

No.	Customer's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2004: Did your firm lose sales of SHMP to imports of this product from China?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (Pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)