

**IMPORTERS' QUESTIONNAIRE**  
**LIQUID SULFUR DIOXIDE ("liquid SO<sub>2</sub>") FROM CANADA**

*Return completed questionnaire to:*

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

**So as to be received by the Commission by no later than October 14, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping duty investigation concerning liquid sulfur dioxide ("liquid SO<sub>2</sub>") from Canada (inv. No. 731-TA-1098 (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 imported liquid SO<sub>2</sub> (as defined in the instruction booklet) from any country at any time since January 1, 2002?</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>
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**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*

**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 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. 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing liquid SO<sub>2</sub> from Canada into the United States or which are engaged in exporting liquid SO<sub>2</sub> from Canada to the United States?

No  Yes—List the following information.

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

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of liquid SO<sub>2</sub>?

No       Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on liquid SO<sub>2</sub>. More than one answer may be applicable.

Importer of record       Takes title to the imported product(s)

Consignee of the imported product(s)       Customs broker or freight forwarder

I-7. If your firm is an importer of record of liquid SO<sub>2</sub> but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

*Please supplement with additional attached pages as necessary.*

I-8. Please indicate whether your firm enters liquid SO<sub>2</sub> into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No       Yes

Bonded warehouses     No       Yes

I-9. Please indicate whether your firm imports liquid SO<sub>2</sub> under the TIB (temporary importation under bond) program.

No       Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727, [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)). **Please 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, or any other change in the character of your operations or organization relating to the importation of liquid SO<sub>2</sub> since January 1, 2002?

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

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

II-3. Has your firm imported or arranged for the importation of liquid SO<sub>2</sub> from Canada for delivery after June 30, 2005?

No       Yes--Indicate when such orders are to be delivered and the quantities involved.

Item	07/05	08/05	09/05	10/05	11/05	12/05
Quantity						

II-4. If your firm also produces liquid SO<sub>2</sub> in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

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

II-5-a. **IMPORTS FROM CANADA.**—Report your firm's imports and your firm's shipments and inventories of liquid SO<sub>2</sub> imported by your firm from Canada during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in short tons, value in 1,000 USD)</b>					
Item	Calendar years			January-June	
	2002	2003	2004	2004	2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>IMPORTS:<sup>1</sup></b>					
Quantity of imports					
Value of imports					
<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/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Transfers to related firms:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, 2004, and 2005 below: _____ _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> —Note that the <i>quantities</i> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

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

II-5-b. **IMPORTS FROM ALL OTHER SOURCES**<sup>1</sup>.—Report your firm's imports and your firm's shipments and inventories of liquid SO<sub>2</sub> imported by your firm from all other sources (i.e. all countries combined excluding Canada) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in short tons, value in 1,000 USD)</b>					
Item	Calendar years			January-June	
	2002	2003	2004	2004	2005
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>IMPORTS:</b> <sup>2</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>3</sup> of internal consumption/transfers					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )					
<sup>1</sup> Please identify these sources, i.e. countries: _____ _____					
<sup>2</sup> Identify the foreign producers, if known: _____ _____					
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2002, 2003, and 2004 below: _____ _____					
<sup>4</sup> Identify your principal export markets: _____ _____					
<sup>5</sup> <b>Reconciliation of data.</b> --Note that the <i>quantities</i> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					

II-6-a. For your firm's commercial U.S. shipments from Canada of liquid SO<sub>2</sub> as reported in questions II-5-a, please provide the requested information regarding uses and costumers for 2004 in the table below.

Item	Quantity of shipments, 2004 (in short tons)	Major customers
Commercial U.S. shipments:		
Shipped to <b>distributors</b> <sup>1</sup>		1) 2) 3)
Shipped to end-users:		
In <b>paper milling</b> industries		1) 2) 3)
In <b>food processing</b> industries		1) 2) 3)
In <b>water treatment</b> industries		1) 2) 3)
In <b>refining</b> industries <sup>2</sup>		1) 2) 3)
In <b>all other</b> industries		1) 2) 3)
Total shipped to end-users		1) 2) 3)
Total commercial U.S. shipments <sup>3</sup>		
<sup>1</sup> Distributors that your firm does not control. <sup>2</sup> Includes heavy metal and petrochemical refiners. <sup>3</sup> Total commercial U.S. shipments reported here should equal the quantity reported in question II-9.		

II-6-b. For your firm's commercial U.S. shipments from all other sources (i.e. all sources except Canada) of liquid SO<sub>2</sub> as reported in questions II-5-b, please provide the requested information regarding uses and costumers for 2004 in the table below.

Item	Quantity of shipments, 2004 (in short tons)	Major customers
Commercial U.S. shipments:		
Shipped to <b>distributors</b> <sup>1</sup>		1) 2) 3)
Shipped to end-users:		
In <b>paper milling</b> industries		1) 2) 3)
In <b>food processing</b> industries		1) 2) 3)
In <b>water treatment</b> industries		1) 2) 3)
In <b>refining</b> industries <sup>2</sup>		1) 2) 3)
In <b>all other</b> industries		1) 2) 3)
Total shipped to end-users		1) 2) 3)
Total commercial U.S. shipments <sup>3</sup>		
<sup>1</sup> Distributors that your firm does not control. <sup>2</sup> Includes heavy metal and petrochemical refiners. <sup>3</sup> Total commercial U.S. shipments reported here should equal the quantity reported in question II-9.		





**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported from Canada and sold by your firm.

**Product 1**

<i>(Quantity in short tons, value in U.S. dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<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		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
<sup>2</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 III.--PRICING AND RELATED INFORMATION--Continued**

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

III-B-1. Please describe how your firm determines the prices that it charges for sales of liquid SO<sub>2</sub> (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.

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

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III-B-3. What are your firm's typical sales terms for liquid SO<sub>2</sub> imported from Canada (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its liquid SO<sub>2</sub> imported from Canada 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	

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

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

III-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? \_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of liquid SO<sub>2</sub>?

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

III-B-8. (a) What is the approximate percentage of the total delivered cost of liquid SO<sub>2</sub> 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.

III-B-9. What is the geographic market area in the United States served by your firm's liquid SO<sub>2</sub>?

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

III-B-10. Describe the end uses of the liquid SO<sub>2</sub> that you import from Canada. For each end-use product, what percentage of the total cost is accounted for by liquid SO<sub>2</sub>?

<u>End use</u>	<u>Share of total cost accounted for by liquid SO<sub>2</sub> (percent)</u>
_____	_____
_____	_____
_____	_____

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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

III-B-11. (a) Please list in order of importance any products that may be substituted for liquid SO<sub>2</sub>.

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

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

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(c) Have changes in the prices of these products affected the price for liquid SO<sub>2</sub>?

No       Yes--To what degree do changes in their prices affect the price for liquid SO<sub>2</sub>? 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 liquid SO<sub>2</sub> or final end use?

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III-B-12. How has the demand within the United States (and outside the United States if known) for liquid SO<sub>2</sub> changed since January 1, 2002? What principal factors affect changes in demand?

Increased       Unchanged       Decreased

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III-B-13. Have there been any significant changes in the product range or marketing of liquid SO<sub>2</sub> since January 1, 2002?

No       Yes--Please describe.

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III-B-14. Does your firm sell liquid SO<sub>2</sub> over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of liquid SO<sub>2</sub> in 2004 accounted for by internet sales.

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for liquid SO<sub>2</sub> imported from Canada during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of liquid SO<sub>2</sub> from Canada that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					