

IMPORTERS' QUESTIONNAIRE
SODIUM METAL FROM FRANCE

Return completed questionnaire to:

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

So as to be received by the Commission by no later than November 6, 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 metal from France (inv. No. 731-TA-1135 (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 sodium metal (as defined in the instruction booklet) <u>from any country at any time since January 1, 2004?</u></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>
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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

Email address

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 25 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 sodium metal from France into the United States or which are engaged in exporting sodium metal from France to the United States?

No Yes—List the following information.

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

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or fred.ruggles@usitc.gov). **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 sodium metal since January 1, 2004?

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 sodium metal from France for delivery after September 30, 2007?

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

Item	October-December 2007	January-March 2008	April-June 2008
Quantity (1,000 pounds)			

II-4. If your firm also produces sodium metal 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. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of sodium metal imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for France and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

France
 All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify these sources: _____					
² Identify the foreign producers, if known: _____					
³ 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 2004, 2005, 2006, January-September 2006, and January-September 2007 below: _____					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data. —Note that the quantities 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 III. PRICING AND RELATED INFORMATION—Continued

Section III-A.1 QUARTERLY SELLING PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for the specified sodium metal product that your firm imported from **France**, and your firm's **largest nonsubject country** source that it then sold to U.S. customers unrelated to your firm. Complete a separate page for each country of origin and check the appropriate country box below for each page (specify the largest nonsubject country for which you are reporting).

France

Largest nonsubject country: Please specify _____

<i>(Quantity in pounds, value in dollars)</i>			
Period of shipment	Quantity	Delivered value ¹	F.o.b. U.S. point(s) of shipment 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			
2007:			
January-March			
April-June			
July-September			

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **delivered** to your U.S. customers.

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(s) of shipment.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A.2 QUARTERLY IMPORT PRICE DATA

COMPLETE THIS SECTION ONLY IF YOUR FIRM IMPORTS SODIUM METAL FOR CAPTIVE USE TO PRODUCE DOWNSTREAM PRODUCT(S) IN ITS U.S. FACILITY(IES).

This section requests total quarterly purchase quantity and value data concerning your firm's imports of sodium metal shipments for captive use received from suppliers *unrelated to your firm* of (1) sodium metal from **France**, and (2) sodium metal from your firm's **largest (in pounds imported during January 2004-September 2007) nonsubject country** source for the sodium metal product shown below. Report the requested pricing data only for the following product shipped to your firm during January 2004-September 2007:

Product 1.—Sodium metal (Na) with calcium (CA) levels equal to, or less than, 550 ppm, and sold in the United States via an iso-container, a rail tank car, and/or a tank truck.

Please note that total dollar values should be reported two ways: (1) delivered to your U.S. location(s), and (2) the U.S. c.i.f., landed, duty-paid values where this latter value does not include U.S.-inland transportation costs to your U.S. location(s)/plant(s). For any imports that were on a delivered basis to your U.S. location(s)/plant(s), deduct from the delivered price any U.S.-inland freight and shipping charges to your U.S. location(s)/plant(s) and report the resulting effective U.S. c.i.f., landed, duty-paid value (*do not report transactions where you cannot report values on both a delivered and, either actual or adjusted, a U.S. c.i.f., landed, duty-paid value basis*). Total dollar values should reflect the **FINAL NET** amount paid by you (i.e., should be net of all deductions for discounts, rebates, etc.). See instruction booklet.

Report the requested pricing data in the table on the following page for your firm's imports of sodium metal for captive use from suppliers unrelated to your firm for the specified sodium metal product that your firm imported from **France**, and from your firm's **largest (in pounds imported) nonsubject country** source (copy the table as necessary to report the pricing data separately for the specified sodium metal product for each country of origin).

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A.2. QUARTERLY IMPORT PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for the specified sodium metal product that your firm imported from **France** and your firm's **largest nonsubject country** source for your firm's captive use in producing downstream product(s). Complete a separate page for each country of origin and check the appropriate country box below for each page (specify the largest nonsubject country for which you are reporting).

France

Largest nonsubject country: Please specify _____

<i>(Quantity in pounds, value in dollars)</i>			
Period of shipment	Quantity	Delivered value ¹	U.S. c.i.f., landed, duty-paid 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			
2007:			
January-March			
April-June			
July-September			
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your U.S. location(s). ² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), on a U.S. c.i.f. landed, duty-paid basis.			

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

Section III-B.--PRICE-RELATED QUESTIONS

U.S. importers that sell their imported sodium metal to U.S. customers should answer all questions in section III-B and section III-C-1.

U.S. importers that captively use their imported sodium metal should answer only questions III-B-13 through III-B-19 and section III-C-2.

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales/direct imports (the latter if captively using its sodium metal imports) of its imported sodium metal from France and, where specified, from nonsubject countries, during January 2004-September 2007. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users), or by product specifications of the sodium metal that you imported from France and, where specified, from nonsubject countries, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

III-B-1. Please estimate below the approximate shares of your firm's total U.S. commercial shipments quantity during 2006 of its imported sodium metal from **France** that were on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements.

Type of Sale:	Share of 2006 U.S. commercial shipments (percent)
Long-term	
Short-term	
Spot sales	
Total	100.0%

III-B-2. Please discuss the following provisions of your firm's U.S. sales on a typical long-term basis that involved your imported sodium metal from France.

- (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--Continued

III-B-3. Please discuss the following provisions of your firm's U.S. sales on a typical short-term basis that involved your imported sodium metal from France.

- (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-4. Please describe below how your firm determines the prices that it charges for long-term and short-term sales of its imported sodium metal from France and sold to its U.S. customers (e.g., negotiate prices for each transaction, the role of quantity sold in arriving at prices, prices set by your price lists, use of follow-up price quotes, sell sodium metal bundled with other products you sell, etc.). If your firm uses/issues price lists for its imported sodium metal from France, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer.

Long-term: _____

Short-term: _____

III-B-5. Please explain how your firm establishes prices for U.S. sales of its imported sodium metal from France on a spot basis.

III-B-6. What were the typical payment terms offered by your firm on sales of its sodium metal imported from France and shipped to U.S. customers during January 2004-September 2007 (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

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

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

III-B-7. a) On what basis does your firm typically quote prices of its imported sodium metal from France to its U.S. customers: f.o.b. U.S. warehouse/port of entry ____ or delivered ____ ? (Check one)

b) If f.o.b., do your customers typically arrange the freight ____ or does your firm arrange the freight ____? (Check one)

c) If your firm arranges freight on its f.o.b. sales of its imported sodium metal from France, does it typically prepay the freight ____ or send the products freight collect ____? (Check one)

III-B-8. Please describe terms of your firm's discount policy, if any (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.), on its U.S. sales, during January 2004-September 2007, of its imported sodium metal from France. Do not include any payment discounts covered in question III-B-6.

III-B-9. *Report below for your firm's U.S. shipments, during January 2004-September 2007, of its imported sodium metal from France.*

a) What was the approximate percentage of the total delivered cost of your firm's subject imported sodium metal that was accounted for by U.S. inland transportation costs? ____ percent.

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

c) What was the approximate percentage of your sales occurred within 100 miles of your U.S. storage/shipment location? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

III-B-10. Does your firm sell its imported sodium metal from France over the internet in the U.S. market?

No Yes

If yes-

Please describe below, noting the estimated share of your firm's total U.S. commercial shipment quantity in 2006 of its imported sodium metal from France that was accounted for by internet sales.

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

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

III-B-11. What was the geographic market area(s) in the United States, during January 2004-September 2007, that was(were) served by your firm's imported sodium metal from France?

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

Note any changes in your U.S. market area(s) since January 2004.

III-B-12. a) What was the average lead time (in days) between your U.S. customers' orders and the date of delivery for your firm's 2006 U.S. shipments of its imported sodium metal from France from (1) its U.S. inventory, and, if applicable, (2) directly from French production or inventory? Also report the percentage share of your 2006 U.S. shipments that were from U.S. inventory and directly from French production/inventory.

Source	Share of 2006 U.S. shipments quantity (percent)	Lead time (days)
From U.S. inventory		
Direct from French production/inventory		
Total	100%	

b) Have the average lead times changed since January 2004?

- No Yes

If yes--

Please note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the U.S.-produced sodium metal (respond separately for lead times from your U.S. inventory and direct from French production/inventory).

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

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

BOTH U.S. IMPORTERS THAT SELL THEIR IMPORTED SODIUM METAL TO U.S. CUSTOMERS AND U.S. IMPORTERS THAT IMPORT SODIUM METAL FOR THEIR CAPTIVE CONSUMPTION SHOULD COMPLETE QUESTIONS III-B-13 THROUGH III-B-19.

III-B-13. Have there been any significant changes in the product range or marketing of sodium metal in the United States since January 2004?

No Yes

If yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your firm's U.S. sales/purchase (the latter if captive imports) prices and quantities of its imported sodium metal from France.

III-B-14. Based on your firm's two largest U.S. sales of its imported sodium metal from France to domestic customers during January 2004-September 2007, or, if an end user, its two largest captive import shipments of the subject product during this period, identify, to the extent possible, the principal end-use product associated with each sale/captive import shipment and the percentage share of the total cost to produce the end product accounted for by sodium metal.

<u>End use product</u>	<u>Share of total cost accounted for by sodium metal (percent)</u>
<hr/>	<hr/>
<hr/>	<hr/>

III-B-15. Have any changes to U.S. national/state/local security, environmental, health, or safety regulations since January 2004 increased costs to your firm to import, ship, and/or store sodium metal in the United States?

No Yes

Please describe any such changes and provide estimates of any additional costs. Have any such changes resulted in changes in your imports or U.S. demand for sodium metal? Please explain.

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

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

III-B-16. How has the demand for sodium metal in the United States and outside the United States, if known, changed since January 1, 2004? What principal factors affected any changes in demand?

a) **United States:**

Increased Unchanged Decreased Fluctuated

b) **Outside the United States:** (Specify below the countries/areas, including France, that you refer to outside of the United States)

Increased Unchanged Decreased Fluctuated

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

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

Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand in the U.S. market between sodium metal and alternative products in the following question.

III-B-17. a) Please list in descending order of importance the top two products that may substitute for sodium metal, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2004-September 2007, and show the type of sodium metal product for which each alternative product is the most probable substitute.

- 1. _____
- 2. _____

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

- 1. _____
- 2. _____

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the sodium metal product? What is the time lag for any such impact and does this vary by type of sodium metal or final end-use?

- 1. _____

- 2. _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

ONLY U.S. IMPORTERS THAT SELL THEIR IMPORTED SODIUM METAL FROM FRANCE TO U.S. CUSTOMERS SHOULD RESPOND TO III-C-1.

III-C-1. Please provide the names and addresses of your firm's 10 largest U.S. customers for its imported sodium metal from **France** during January 2004-September 2007. Please also provide the name and telephone number of a contact person and the percentage share of the quantity of your firm's total U.S. sales of its imported sodium metal from France that each of these customers accounted for in 2006. For any customers related to your firm, place an R by the name of the customer.

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 III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION—Continued

ONLY U.S. IMPORTERS THAT CAPTIVELY USE THEIR IMPORTED SODIUM METAL SHOULD RESPOND TO III-C-2.

III-C-2. Please provide the names of your firm's 5 largest suppliers of sodium metal, including your firm's imported sodium metal from **France** and other countries, and any U.S.-produced or other sources of sodium metal purchased during January 2004-September 2007. Please also include the country of origin of each supplier and the percentage share of the quantity of your firm's total U.S. imports/purchases of sodium metal, including that from France, that each of these suppliers accounted for in 2006. For any suppliers related to your firm, place an R by the name of the supplier.

No.	Supplier's name	Country of origin of sodium metal	Share of 2006 imports/purchases (%)
1			
2			
3			
4			
5			