

U.S. PRODUCERS' QUESTIONNAIRE

**CERTAIN STILBENIC OPTICAL BRIGHTENING AGENTS (CSOBAs)
FROM CHINA AND TAIWAN**

This questionnaire must be received by the Commission by no later than January 17, 2012

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation(s) concerning CSOBAs from China and Taiwan (Inv. No. 731-TA-1186-1187 (Final)). 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)).**

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced CSOBAS (as defined in the instruction booklet) at any time since January 1, 2009?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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 means of 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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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 50 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. **OMB statistics**--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. **OMB feedback**--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. **Establishments covered**--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. **Petition support**--Do you support or oppose the petition?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--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-5. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing **CSOBAS** from **CHINA and/or TAIWAN** into the United States or that are engaged in exporting **CSOBAS** from **CHINA and/or TAIWAN** to the United States?

No Yes--List the following information

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of **CSOBAS**?

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 **Cynthia Trainor (202-205-3354, cynthia.trainor@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of **CSOBAs** since January 1, 2009.

(check as many as appropriate) *(please describe)*

plant openings _____

plant closings..... _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or
production curtailments _____

revised labor agreements..... _____

other (*e.g.*, technology) _____

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

ATTENTION QUESTIONNAIRE RESPONDENTS

Report table quantities in:

- (1) 1,000 pounds (total, on a 100 percent active ingredient basis);**
- (2) 1,000 pounds (in solution, as produced/sold); and**
- (3) 1,000 pounds (in powder, as produced/sold)**

When reporting (2) and (3), report the corresponding weighted average percentage of active ingredients contained. Quantities should be net of returns.

These quantities should reconcile as follows:

Total quantity on a 100 percent active ingredient basis should equal the sum of the quantity in solution as produced/sold multiplied by the weighted average percentage of active ingredients contained in solution, plus the quantity in powder as produced/sold multiplied by the weighted average percentage of active ingredients contained in powder.

For example, 1,000 pounds of 93 percent active ingredient powder converts to 930 pounds on a 100 percent active ingredient basis, and 1,000 pounds of 22 percent active ingredient solution converts to 220 pounds on a 100 percent active ingredient basis. Therefore, if you report 1,000 pounds of 93 percent active powder and 1,000 pounds of 22 percent active solution, you would also report a total quantity of 1,150 pounds on a 100 percent active ingredient basis.

Follow the same methodology for the reporting of all CSOBAs and Fluorescent Brightener 71.

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2009 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of CSOBAs and/or using the same production and related workers employed to produce CSOBAs?

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

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

II-3a.

Quantity in 1,000 pounds (total, 100 percent active ingredient basis)			
Item	2009	2010	2011
Overall Production Capacity			
Production of:			
Subject merchandise (CSOBAs)			
Fluorescent Brightener 71			
All other optical brighteners			
All other products			

II-3b.

Quantity in 1,000 pounds (solution as produced)			
Item	2009	2010	2011
Overall Production Capacity			
% active ingredient			
Quantity			
Production of:			
Subject merchandise (CSOBAs)			
% active ingredient			
Quantity			
Fluorescent Brightener 71			
% active ingredient			
Quantity			
All other optical brighteners			
% active ingredient			
Quantity			
All other products			
% active ingredient			
Quantity			

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

II-3c. **Same equipment, machinery, and workers.--Continued**

Item	Quantity in 1,000 pounds (powder as produced)		
	Calendar years		
	2009	2010	2011
Overall Production Capacity			
% active ingredient			
Quantity			
Production of:			
Subject CSOBAs			
% active ingredient			
Quantity			
Fluorescent Brightener 71			
% active ingredient			
Quantity			
All other optical brighteners			
% active ingredient			
Quantity			
All other products			
% active ingredient			
Quantity			

II-4. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-5. **Tolling.**--Since January 1, 2009, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CSOBAs?

No Yes--Name firm(s): _____.

II-6. **Foreign trade zone.**--Does your firm produce CSOBAs in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-7. **Importer.**--Since January 1, 2009, has your firm imported CSOBAs?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

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

Quantity in 1,000 pounds (total, 100 percent active ingredient basis) and Value in \$1,000			
Item	Calendar years		
	2009	2010	2011
Average production capacity¹ (<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>Value²</i> of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers			
<i>Value²</i> of transfers			
Export shipments:³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
End-of-period inventories⁴ (<i>quantity</i>)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>)			
U.S. shipments to end users (<i>quantity</i>)			
Form of product shipments:			
U.S. shipments in solution form (<i>quantity</i>)			
U.S. shipments in powder form (<i>quantity</i>)			
Employment data:			
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>1,000 hours</i>)			
Wages paid to PRWs (<i>value</i>)			
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).			
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 each of the periods noted above:			
³ Identify your principal export markets: _____			
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

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

Quantity in 1,000 pounds (in solution as produced/shipped) and Value in \$1,000			
Item	Calendar years		
	2009	2010	2011
Average production capacity¹			
% active ingredient of production capacity			
Quantity of production capacity			
Beginning-of-period inventories			
% active ingredient of beginning-of-period inventories			
Quantity of beginning-of-period inventories			
Production			
% active ingredient of production			
Quantity of production			
U.S. shipments:			
Commercial shipments:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
% active ingredient of internal consumption			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
% active ingredient transfers			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
% active ingredient of export shipments			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴			
% active ingredient of end-of-period inventories			
Quantity of end of period inventories			
Channels of distribution:			
% active ingredient of U.S. shipments to distributors			
Quantity of U.S. shipments to distributors			
% active ingredient of U.S. shipments to end users			
Quantity of U.S. shipments to end users			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
<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>			
<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 each of the periods noted above:</p>			
<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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			

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

II-8c. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSOBAs in powder form** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (in powder as produced/shipped) and Value in \$1,000			
Item	Calendar years		
	2009	2010	2011
Average production capacity¹			
% active ingredient of production capacity			
Quantity of production capacity			
Beginning-of-period inventories			
% active ingredient of beginning-of-period inventories			
Quantity of beginning-of-period inventories			
Production			
% active ingredient of production			
Quantity of production			
U.S. shipments:			
Commercial shipments:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
% active ingredient of internal consumption			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
% active ingredient transfers			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
% active ingredient of export shipments			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴			
% active ingredient of end-of-period inventories			
Quantity of end of period inventories			
Channels of distribution:			
% active ingredient of U.S. shipments to distributors			
Quantity of U.S. shipments to distributors			
% active ingredient of U.S. shipments to end users			
Quantity of U.S. shipments to end users			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
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). <hr/>			
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 each of the periods noted above: <hr/>			
³ Identify your principal export markets: _____ 			
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <hr/>			

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

II-9a. **Trade data.**--Report your firm's **total** commercial shipments by category of **CSOBAs** from your U.S. production in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (total, 100 percent active ingredient basis) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
U.S. commercial shipments of CSOBAs:¹			
Di-category:			
Quantity of commercial shipments			
Value of commercial shipments			
Tetra-category:			
Quantity of commercial shipments			
Value of commercial shipments			
Hexa-category:			
Quantity of commercial shipments			
Value of commercial shipments			
All other categories of CSOBAs:			
Quantity of commercial shipments			
Value of commercial shipments			
U.S. commercial shipments of Fluorescent Brightener 71:			
Quantity of commercial shipments			
Value of commercial shipments			
¹ Reconciliation of data.--Please note that the total of the quantities and values reported by category should equal the total quantity and value of commercial shipments reported in question II-8a. The total of the quantity and values reported for fluorescent brightener 71 should equal the total quantity and value of commercial shipments reported in question II-10a. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			
Identify your principal export markets by category of CSOBA: Di:_____ ; Tetra:_____ . Hexa:_____			

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

II-9b. **Trade data.**--Report your firm's commercial shipments **in solution** by category of **CSOBAs** from your U.S. production in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (in solution, as shipped) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
U.S. commercial shipments of CSOBAs:¹			
Di-category:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Tetra-category:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Hexa-category:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
All other categories of CSOBAs:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
U.S. commercial shipments of Fluorescent Brightener 71:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
<p>¹ Reconciliation of data.--Please note that the total of the quantities reported by category multiplied by the percent active ingredient should equal the total quantity of commercial shipments reported in question II-8b. The total of the quantity reported for fluorescent brightener 71 multiplied by the percent active ingredient should equal the total quantity of commercial shipments reported in question II-10b. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>Identify your principal export markets by category of CSOBA: Di: _____ ; Tetra: _____ . Hexa: _____</p>			

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

II-9c. **Trade data**--Report your firm's commercial shipments **in powder form** by category of **CSOBAs** from your U.S. production in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (in powder form, as shipped) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
U.S. commercial shipments of CSOBAs:¹			
Di-category:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Tetra-category:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Hexa-category:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
All other categories of CSOBAs:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
U.S. commercial shipments of Fluorescent Brightener 71:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
¹ Reconciliation of data.--Please note that the total of the quantities reported by category multiplied by percent active ingredient should equal the total quantity of commercial shipments reported in question II-8c. The quantity reported for fluorescent brightener 71 multiplied by percent active ingredient should equal the total quantity of commercial shipments reported in question II-10c. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			
Identify your principal export markets by category of CSOBA: Di: _____ ; Tetra: _____ . Hexa: _____			

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

II-10a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **Fluorescent Brightener 71** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (total, 100 percent active ingredient basis) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
Average production capacity¹ (<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>Value²</i> of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers			
<i>Value²</i> of transfers			
Export shipments:³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
End-of-period inventories⁴ (<i>quantity</i>)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>)			
U.S. shipments to end users (<i>quantity</i>)			
Form of product shipments:			
U.S. shipments in solution form (<i>quantity</i>)			
U.S. shipments in powder form (<i>quantity</i>)			
Employment data:			
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>1,000 hours</i>)			
Wages paid to PRWs (<i>value</i>)			
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).			
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 each of the periods noted above:			
³ Identify your principal export markets: _____			
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-10b. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **Fluorescent Brightener 71 in solution form** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (in solution as produced/shipped) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
Average production capacity¹			
% active ingredient of production capacity			
Quantity of production capacity			
Beginning-of-period inventories			
% active ingredient of beginning-of-period inventories			
Quantity of beginning- of-period inventories			
Production			
% active ingredient of production			
Quantity of production			
U.S. shipments:			
Commercial shipments:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
% active ingredient of internal consumption			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
% active ingredient of transfers			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
% active ingredient of export shipments			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴			
% active ingredient of end-of-period inventories			
Quantity of end-of period inventories			
Channels of distribution:			
% active ingredient of U.S. shipments to distributors			
Quantity of U.S. shipments to distributors			
% active ingredient of shipments to end users			
U.S. shipments to end users			
Employment data:			
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>1,000 hours</i>)			
Wages paid to PRWs (<i>value</i>)			

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).

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

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 each of the periods noted above:
³ Identify your principal export markets: _____
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____

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

II-10c. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **Fluorescent Brightener 71 in powder form** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity in 1,000 pounds (in powder, as produced/shipped) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
Average production capacity¹			
% active ingredient of production capacity			
Quantity of production capacity			
Beginning-of-period inventories			
% active ingredient of beginning-of-period inventories			
Quantity of beginning- of-period inventories			
Production			
% active ingredient of production			
Quantity of production			
U.S. shipments:			
Commercial shipments:			
% active ingredient of commercial shipments			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
% active ingredient of internal consumption			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
% active ingredient of transfers			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
% active ingredient of export shipments			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories⁴			
% active ingredient of end-of-period inventories			
Quantity of end-of period inventories			
Channels of distribution:			
% active ingredient of U.S. shipments to distributors			
Quantity of U.S. shipments to distributors			
% active ingredient of shipments to end users			
U.S. shipments to end users			
Employment data:			
Average number of PRWs (<i>number</i>)			
Hours worked by PRWs (<i>1,000 hours</i>)			
Wages paid to PRWs (<i>value</i>)			

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).

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

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 each of the periods noted above:
³ Identify your principal export markets: _____
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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____

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

II-11. **Related firms.**--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-12a. **Purchases.**--Other than direct imports, has your firm otherwise purchased CSOBAs since January 1, 2009? (See definitions in the instruction booklet.)

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

Quantity in 1,000 pounds (100 percent active ingredient basis) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
PURCHASES FROM U.S. IMPORTERS² OF CSOBAS FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
TAIWAN			
<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/>			
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 II.--TRADE AND RELATED INFORMATION--Continued

II-12b. **Purchases**.--Other than direct imports, has your firm otherwise purchased CSOBAs in solution form since January 1, 2009? (See definitions in the instruction booklet.)

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

Quantity in 1,000 pounds (in solution, as purchased) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
PURCHASES FROM U.S. IMPORTERS² OF CSOBAS FROM--			
CHINA:			
% active ingredient			
Quantity			
Value			
TAIWAN			
% active ingredient			
Quantity			
Value			
All other countries:			
% active ingredient			
Quantity			
Value			
PURCHASES FROM DOMESTIC PRODUCERS:²			
% active ingredient			
Quantity			
Value			
PURCHASES FROM OTHER SOURCES:²			
% active ingredient			
Quantity			
Value			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <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/>			

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

II-12c. **Purchases**.--Other than direct imports, has your firm otherwise purchased **CSOBAs in powder form** since January 1, 2009? (See definitions in the instruction booklet.)

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

Quantity in 1,000 pounds (in powder, as purchased) and value in \$1,000			
Item	Calendar years		
	2009	2010	2011
PURCHASES FROM U.S. IMPORTERS² OF CSOBAs FROM--			
CHINA:			
<i>% active ingredient</i>			
<i>Quantity</i>			
<i>Value</i>			
TAIWAN			
<i>% active ingredient</i>			
<i>Quantity</i>			
<i>Value</i>			
All other countries:			
<i>% active ingredient</i>			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:²			
<i>% active ingredient</i>			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:²			
<i>% active ingredient</i>			
<i>Quantity</i>			
<i>Value</i>			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <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

Address questions on this part of the questionnaire to **Charles Yost (202-205-3432, charles.yost@usitc.gov)**.

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

III-2. **General guidance:**--Financial data are requested on a product-line basis that is CSOBAs according to the definition of the product in the instruction booklet. Inputs your firm receives from affiliates to produce CSOBAs should be stated at cost (i.e., intra-firm profits eliminated—see question III-7) while transfers of CSOBAs to related affiliates should be stated at fair market value. Total sales in this section should equal total shipments plus exports in Part II Trade information of this questionnaire. Values reported should be 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.

Report quantities in (1) 1,000 pounds (total, on a 100 percent active ingredient basis); (2) 1,000 pounds (in solution, as produced/sold); and (3) 1,000 pounds (in powder, as produced sold. When reporting (2) and (3), report the corresponding weighted average percentage of active ingredients contained. Quantities should be net of returns. These quantities should reconcile as follows: total quantity on a 100 percent active ingredient basis should equal the sum of the quantity in solution as produced/sold multiplied by the weighted average percentage of active ingredients contained in solution, plus the quantity in powder as produced/sold multiplied by the weighted average percentage of active ingredients contained in powder. For example, 1,000 pounds of 93 percent active powder converts to 930 pounds on a 100 percent active basis and 1,000 pounds of 22 percent active solution converts to 220 pounds on a 100 percent active basis. Therefore, if you report 1,000 pounds of 93 percent active powder and 1,000 pounds of 22 percent active solution, you would also report a total quantity of 1,150 pounds on a 100 percent active ingredient basis. Follow the same methodology for the reporting of other CSOBAs and Fluorescent Brightener 71.

III-3. **Accounting system.**--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 subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:

Yes No

PART III.--FINANCIAL INFORMATION--Continued

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, 10 Qs,
- Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or 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 CSOBAs, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-4. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-5. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-6. **Other products.**--Please list any other products you produced in the facilities in which you produced CSOBAs, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
<u>Fluorescent Brightener 71</u>	_____
<u>Other optical brighteners</u>	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-7a. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of **CSOBAs** from any related firm?

Yes—Continue to question III-7b below. No--Continue to question III-8 below.

III-7b. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of **CSOBAs** that your firm receives from related parties.

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

III-7c. **Inputs from related firms at cost.**--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 questions III-9 and III-10 (i.e., costs reported in questions III-9 and III-10, 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 **Charles Yost (202-205-3432, charles.yost@usitc.gov)**.

III-8. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-9a/b and III-10a/b, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from questions III-9 and III-10 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's **CSOBAs** operations.

Item	Calendar years		
	_____	_____	_____
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-9.)			
1. Description: ; classification:			
2. Description: ; classification:			
3. Description: ; classification:			
4. Description: ; classification:			
5. Description: ; classification:			
6. Description: ; classification:			
7. Description: ; classification:			

PART III.--FINANCIAL INFORMATION--Continued

III-9. Total operations on CSOBAS.--Report the revenue and related cost information requested below on the total CSOBAs 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.² Provide data for your three most recent calendar years. If your firm was involved in tolling operations (either as the toller or as the tollee) please **contact Charles Yost at (202) 205-3432** before completing this section of the questionnaire.

Note: The quantity and value should correspond to the data reported in question II-8a.

Quantity in 1,000 pounds (total, 100 percent active ingredient basis) and value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-8a) of this questionnaire. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Total operations on Fluorescent Brightener 71.**--Report the revenue and related cost information requested below on the total **Fluorescent Brightener 71** 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.² Provide data for your three most recent calendar years. If your firm was involved in tolling operations (either as the toller or as the tollee) please **contact Charles Yost at (202) 205-3432** before completing this section of the questionnaire.

Note: The quantity and value should correspond to the data reported in question II-10a.

Quantity (in 1,000 pounds (total, 100 percent active ingredient basis) and value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-10a) of this questionnaire. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-11a. **Operations on CSOBAs only.**—For the costs reported in question III-9 of your U.S. establishment(s), please provide breakouts of your raw material costs and energy and utility costs; also estimate the ratio of fixed and variable costs to total costs in COGS and SG&A. Provide data for your three most recent calendar years.

Value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Raw material costs:			
DAS			
Aniline derivatives			
All other raw materials			
Energy and utility costs ¹			
COGS:			
Variable costs (percent)			
Fixed costs (percent)			
SG&A expenses:			
Variable costs (percent)			
Fixed costs (percent)			
¹ Please identify where energy and utility costs are classified in question III-9. _____.			

III-11b. **Operations on Fluorescent Brightener 71.**—For the costs reported in question III-10 of your U.S. establishment(s), please provide breakouts of your raw material costs and energy and utility costs; also estimate the ratio of fixed and variable costs to total costs in COGS and SG&A. Provide data for your three most recent calendar years.

Value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Raw material costs:			
DAS			
Aniline derivatives			
All other raw materials			
Energy and utility costs ¹			
COGS:			
Variable costs (percent)			
Fixed costs (percent)			
SG&A expenses:			
Variable costs (percent)			
Fixed costs (percent)			
¹ Please identify where energy and utility costs are classified in question III-9. _____.			

PART III.--FINANCIAL INFORMATION--Continued

III-12a. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of **CSOBAs only**. 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. Provide data as of the end of your three most recent calendar years.

Value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of CSOBAs:			
1. Total current assets:			
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. All other noncurrent assets (describe: _____)			
4. Total assets (lines 1, 2.C., and 3)			

III-12b. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of **Fluorescent Brightener 71**. Provide data as of the end of your three most recent calendar years.

Value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of CSOBAs and FB71 combined:			
1. Total current assets:			
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. All other noncurrent assets (describe: _____)			
4. Total assets (lines 1, 2.C., and 3)			

III-13a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **CSOBAs**. Provide data for your three most recent calendar years in chronological order from left to right.

Value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Capital expenditures			
Research and development expenses			

PART III.--FINANCIAL INFORMATION--Continued

III-13b. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **Fluorescent Brightener 71**. Provide data for your three most recent calendar years in chronological order from left to right.

Value (in \$1,000)			
Item	Calendar years		
	_____	_____	_____
Capital expenditures			
Research and development expenses			

III-14. **Effects of inputs.**--Since January 1, 2009, 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 **CSOBAs** from **China and/or Taiwan**?

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

China

Taiwan

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; also specify whether CHINA or TAIWAN) _____

PART III.--FINANCIAL INFORMATION--Continued

III-15a. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of CSOBAS from CHINA?

III-15b. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of CSOBAS from TAIWAN?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov)**

IV-1. Please identify the individual to be contacted regarding the confidential information requested in part IV?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for parts IV with questions regarding the submitted confidential information.

E-mail: _____ Telephone: _____

Fax: _____

PRICE DATA

IV-2. This section requests quarterly selling quantity and value data during January 2009-December 2011 for your firm's U.S. commercial shipments of the following products that it produced domestically and shipped **in solution** to U.S. **paper-producing companies** *unrelated* to your firm by ownership.

Product 1.–4,4'-bis[4-[bis (2-hydroxyethyl) amino]-6-(4-sulfoanilino)-1,3,5-triazin-2-yl]amino-2,2'-stilbenedisulfonic acid, C₄₀H₄₄N₁₂O₁₆S₄ ("Fluorescent Brightener 220")¹ --

For example:

Clariant's Leucophor T-100 Liquid, T-105 Liquid, or T-4 Liquid;

BASF's Tinopal ABP-A Liquid;

TFM's Taflunol UMS T/P Powder or UMS 640L Liquid; and

Hongda's 4PL-C, BBU-D, or Elcowhite TS.

Report Fluorescent Brightener 220 **in solution**, in bulk packaging (e.g., *tank trucks, road tankers, and/or rail cars*);

Product 2.–Fluorescent Brightener 220 **in solution**, in non-bulk packaging (e.g., *drums, totes, and/or intermediate bulk containers*).

¹ Representative forms of this compound include the free acid form (CAS No. 3066-05-5), identified in the product descriptions, as well as the tetrasodium salt form (CAS No. 16470-24-9).

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

IV-2—Continued

Please note that the total quarterly sales values, on a shipment basis, should be reported two ways:

- (1) **Delivered** to U.S. customers (paper companies)--

Please report transactions on a delivered sales basis. The total quarterly quantities should correspond to sales values shown on a delivered shipment basis. Total dollar figures should reflect the FINAL NET amount paid to your firm (i.e., should be net of all deductions for discounts, allowances, rebates, and the value of returned goods).

And, to the extent possible,

- (2) **Estimated f.o.b. U.S. plant(s), excluding all U.S.-inland freight**, to U.S. customers (paper companies)--

Deduct from the delivered price (a) an estimate of U.S.-inland freight and shipping charges from your U.S. shipping point(s) to the U.S. customers and (b) an estimate of any U.S.-inland freight from your firm's U.S. plant(s) to its non-plant U.S. shipping points, and report the resulting estimated f.o.b. U.S. plant sales value.

Please report transactions only where your firm can report values on an (estimated) f.o.b. U.S. plant(s) sales basis. The total quarterly quantities should correspond to sales values shown on estimated f.o.b. U.S. plant(s) basis. Total dollar figures should reflect the FINAL NET return to your firm (i.e., should be net of all deduction for discounts, allowances, rebates, absorbed freight, and the value of returned goods).

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

IV-2a. **Pricing data (delivered value).**—Please report below the quarterly price data for the specified pricing products¹ produced and sold by your firm as **delivered in solution** to U.S. **paper-producing companies** *unrelated* by ownership to your firm.

Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1			Product 2		
	Quantity	% active ingredient	Delivered value²	Quantity	% active ingredient	Delivered value³
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						

¹ Pricing product definitions are provided on the first page of Part IV.
² The weighted average percentage of active ingredients contained for each quarterly quantity figure.
³ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, and the value of returned goods) delivered to your U.S. customers.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:
 Product 1: _____
 Product 2: _____

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

IV-2b. **Pricing data (U.S. f.o.b. value).**—Please report below the quarterly price data for the specified pricing products¹ produced and sold by your firm **f.o.b. in solution** to U.S. **paper-producing companies** *unrelated* by ownership to your firm.

Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.

(Quantity in pounds, value in dollars)						
Period of shipment	Product 1			Product 2		
	Quantity	% active ingredient²	U.S. f.o.b. value³	Quantity	% active ingredient²	U.S. f.o.b. value³
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						

¹ Pricing product definitions are provided on the first page of Part IV.
² The weighted average percentage of active ingredients contained for each quarterly quantity figure.
³ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, absorbed freight, and the value of returned goods), **f.o.b.** your U.S. plant(s), estimated to exclude U.S.-inland freight.

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

IV-3. **Price setting**-- How does your firm determine the prices that it charges for sales of CSOBAs (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Discount policy**-- Please indicate and describe your firm's discount policies for sales of its U.S.-produced CSOBAs (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Pricing terms for CSOBAs**--

(a) What are your firm's typical sales terms for its U.S.-produced CSOBAs?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of domestic CSOBAs usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Contract versus spot**--Approximately what share of your firm's sales of its U.S.-produced CSOBAs in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

IV-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for CSOBAs (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-8. **Lead times.**--What is your share of sales both from inventory and produced to order and 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 CSOBAs?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-9. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of CSOBAs that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your sales of CSOBAs that are delivered the following distances from your production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

IV-10. **Geographical shipments.**-- Based on the quantity of your firm's U.S. shipments in 2011 as reported in response to question II-8 above, please indicate the percentage share for which each of the following geographic markets account. Please answer this question in reference to your sales to ultimate delivery destinations to customers in the United States.

Geographic area	Share of U.S. shipments in 2011 <i>(in percent)</i>
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. --AR, LA, OK, and TX.	
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. --CA, OR, and WA.	
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
Note.--These shares should be calculated from all reported U.S. shipments in 2011 from question II-8.	

IV-11. **End uses.**--List the top 3 end uses of the CSOBAs that you manufacture, and identify the share of total CSOBA shipments accounted for by each end use. For each end-use product, what percentage of the total cost is accounted for by CSOBAs and other inputs?

End use product	Share of total CSOBA shipments (percent)	Share of total cost of end use product accounted for by		Total
		CSOBAs (percent)	Other inputs (percent)	
	%	%	%	100%
	%	%	%	100%
	%	%	%	100%

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

IV-12. **Substitutes.**-- Can other products be substituted for CSOBAs?

No Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for CSOBAs?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for CSOBAs has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of CSOBAs since January 1, 2009?

No Yes--Please describe and quantify if possible.

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

IV-15. **Business cycles.--**

(a) Is the CSOBAs market subject to business cycles or conditions of competition (including seasonal business) distinctive to CSOBAs?

No (skip to question IV-17.) Yes-- Please describe below and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for CSOBAs since January 1, 2009?

No Yes-- Please describe.

IV-16. **Supply constraints.--**Has your firm refused, declined, or been unable to supply CSOBAs since January 1, 2009 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please fill in the table.

	Type of supply constraint	When this occurred	Which purchasers were affected by the constraint	Why did the supply constraint occur
1.				
2.				
3.				

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

IV-17. **Raw materials.**—

(a) Please describe any trends in the prices of raw materials used to produce CSOBAs and whether your firm expects these trends to continue.

(b) Has your firm been affected by any raw material shortages?

No Yes-- Please describe.

(c) Have raw material shortages affected the supply of CSOBAs in the U.S. market?

No Yes-- Please describe.

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

IV-18. **Interchangeability.**--Are CSOBAs produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Taiwan	Other countries
United States			
China	X		
Taiwan	X	X	
For any country-pair producing CSOBAs that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			

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

IV-20. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for CSOBAs since January 1, 2009. Indicate the share of the quantity of your firm's total shipments of CSOBAs that each of these customers accounted for in 2011.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2011 sales (%)
1				Street Address City ' State Zip Code	
2				Street Address City ' State Zip Code	
3				Street Address City ' State Zip Code	
4				Street Address City ' State Zip Code	
5				Street Address City ' State Zip Code	
6				Street Address City ' State Zip Code	
7				Street Address City ' State Zip Code	
8				Street Address City ' State Zip Code	
9				Street Address City ' State Zip Code	
10				Street Address City ' State Zip Code	

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

IV-21. COMPETITION FROM IMPORTS--LOST REVENUES.--

Since January 1, 2009: To avoid losing sales to competitors selling CSOBAs from China and/or Taiwan, did your firm:

Reduce prices No Yes

Roll back announced price increases No Yes

**THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS.
PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY
PHASE OF THIS PROCEEDING.**

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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 initial price quotation
- Quantity involved
- Your initial *rejected* price quotation (total delivered value)
- Your *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value--dollars)	Accepted U.S. price (total value--dollars)	Country of origin	Competing import price (total value—dollars)
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							

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

IV-22. COMPETITION FROM IMPORTS--LOST SALES.—

Since January 1, 2009: Did your firm lose sales of CSOBAs to imports of these products from China and/or Taiwan?

No Yes

THE TABLE BELOW IS TO BE COMPLETED ONLY BY NON-PETITIONERS. PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS PROCEEDING.

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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	Competing import price (total value— dollars)
Firm Contact Phone Fax						
Firm Contact Phone Fax						
Firm Contact Phone Fax						
Firm Contact Phone Fax						