

**PRODUCERS' QUESTIONNAIRE**  
**CERTAIN DAS CHEMISTRY FROM CHINA, GERMANY, AND INDIA**

*Return completed questionnaire to:*

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

**So as to be received by the Commission by no later than May 29, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning 4,4'-diamino-2,2'-stilbenedisulfonic acid (DAS) and stilbenic fluorescent whitening agents (SFWA) from China, Germany, and India (invs. Nos. 701-TA-435 and 731-TA-1036-1038 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced DAS and/or SFWA (as defined in the instruction booklet) at any time since January 1, 2000?</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 these investigations 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 these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

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

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

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

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

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. 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-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.

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I-3. Do you support or oppose the petition with respect to DAS? Please explain.

Support       Oppose       Take no position

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Do you support or oppose the petition with respect to SFWA? Please explain.

Support       Oppose       Take no position

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

As indicated at the top of the page, your response to question I-3 will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping and/or countervailing duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

With respect to DAS:

Yes       No (that is, I do not wish my position on the petition to be made public)

With respect to SFWA:

Yes       No (that is, I do not wish my position on the petition to be made public)

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

No       Yes--List the following information.

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

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

No     Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of DAS and/or SFWA?

No       Yes--List the following information.

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

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

*Please refer to the instruction booklet for definitions of DAS and SFWA. If your answers to the questions in this questionnaire are different for DAS and SFWA, please make separate responses for each product.*

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354). **Supply all data requested on a calendar-year basis.**

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

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

\_\_\_\_\_

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of DAS and/or SFWA since January 1, 2000?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Does your firm produce other products on the same equipment and machinery used in the production of DAS and/or SFWA?

No       Yes--List the following information, including whether the shared facilities produce DAS, SFWA, or both.

<u>Other product(s)</u>	<u>DAS</u>	<u>SFWA</u>
_____	_____	_____
_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities. If your answer differs for DAS and SFWA, please specify.

\_\_\_\_\_

\_\_\_\_\_

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

II-5. Does your firm produce other products using the same production and related workers (PRWs) employed to produce DAS and/or SFWA?

No  Yes--List the following information, including whether the shared PRWs, produce DAS, SFWA, or both.

<u>Other product(s)</u>	<u>DAS</u>	<u>SFWA</u>
_____	_____	_____
_____	_____	_____

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of DAS and/or SFWA?

No  Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce DAS and/or SFWA in a foreign trade zone (FTZ)?

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

II-8. Since January 1, 2000, has your firm imported DAS and/or SFWA?

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

II-9. Please describe in detail the manufacturing process and the inputs involved in processing DAS into SFWA?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-10. (a) In 2002, approximately what percentage of the cost of producing SFWA was accounted for by the cost of the input DAS?

\_\_\_\_\_ %

(b) In 2002, approximately what percentage of the cost of producing SFWA was accounted for by the process (of processing DAS into SFWA) described in II-9?

\_\_\_\_\_ %

(c) Are there any non-SFWA products produced from DAS in the U.S. market?

No  Yes--Please list the products and identity of the firms making these products. \_\_\_\_\_

\_\_\_\_\_

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

II-11. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **DAS** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

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

<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, 2002, and Jan.-Mar. 2003 below:

<sup>2</sup> Please list non-SFWA products made from DAS: \_\_\_\_\_

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

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

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

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

II-12. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **SFWA** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

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

<sup>1</sup> Please list the products you make from your firm's produced SFWA: \_\_\_\_\_

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, 2002, and Jan.-Mar. 2003 below:

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

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

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

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

II-13. If you reported transfers to related firms in questions II-11 or II-12, 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 by market 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.

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II-14. If you reported production of SFWA in question II-12, please report below the quantity and value of the DAS, by source, which was used to make the amount of SFWA you produced.

<i>(Quantity in 1,000 pounds (dry basis), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
<b>DAS produced in the United States:</b>					
Quantity					
Value					
<b>DAS produced in China:</b>					
Quantity					
Value					
<b>DAS produced in Germany:</b>					
Quantity					
Value					
<b>DAS produced in India:</b>					
Quantity					
Value					
<b>DAS produced in all other sources combined:</b>					
Quantity					
Value					



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

II-15. Other than direct imports, has your firm otherwise purchased DAS since January 1, 2000? (See definitions in the instruction booklet.)

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

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

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

II-16. Other than direct imports, has your firm otherwise purchased SFWA since January 1, 2000? (See definitions in the instruction booklet.)

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

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



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

III-6(a). **Operations on DAS.**--Report the revenue and related cost information requested below on the **DAS** operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1000 pounds (dry basis), value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2002	2003
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

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

III-6(b). **Operations on SFWA.**--Report the revenue and related cost information requested below on the SFWA operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1000 pounds, value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2002	2003
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials:					
Domestically produced DAS					
Imported DAS					
Other raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

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

III-6(c). Combined operations on DAS and SFWA.--Report the revenue and related cost information requested below on the combined **DAS and SFWA** operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1000 pounds, value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2002	2003
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials:					
Domestically produced DAS					
Imported DAS					
Other raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

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

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on the specified product, and the values of the property, plant, and equipment used in the production of the specified products. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<b>(Value in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-March</b>	
	_____	_____	_____	<b>2002</b>	<b>2003</b>
<b>Capital expenditures:</b>					
For DAS					
For SFWA					
For Combined DAS and SFWA					
<b>Research and development expenditures:</b>					
For DAS					
For SFWA					
For Combined DAS and SFWA					
<b>Property, plant, and equipment:</b>					
<b>For DAS:</b>					
Original cost					
Book value					
<b>For SFWA:</b>					
Original cost					
Book value					
<b>For Combined DAS and SFWA:</b>					
Original cost					
Book value					







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

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

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

Product 1  Product 2  Product 3  Product 4

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
<sup>1</sup> See product descriptions on previous page. <sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

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

*If your answer is different for DAS and SFWA, or if your answer differs with respect to different countries, please answer separately and specify the product(s) for which you are reporting.*

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

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

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

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced DAS and/or SFWA are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of DAS and/or SFWA? \_\_\_\_\_

IV-B-6. What is the approximate percentage of the total delivered cost of DAS and/or SFWA that is accounted for by U.S. inland transportation costs? \_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_ or purchaser \_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_ percent. 101 to 1,000 miles? \_\_\_ percent. Over 1,000 miles? \_\_\_ percent.

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

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

IV-B-7. What is the geographic market area in the United States served by your firm's sales of DAS and/or SFWA?

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IV-B-8. a) What products can be substituted for DAS in the production of SFWA?

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b) What percentage of the total cost of producing SFWA is accounted for by DAS? \_\_\_\_\_

IV-B-9. What other products can be substituted for SFWA in its end uses?

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

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IV-B-11. How has the demand in the United States (and outside the United States if known) for DAS and/or SFWA changed since January 1, 2000? What principal factors affected demand?

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IV-B-12. Have there been any significant changes in the product range or marketing of DAS and/or SFWA in the past five years?

No       Yes--Please describe.

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

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

IV-B-13. Does your firm sell DAS and/or SFWA over the internet?

- No                       Yes—Please describe, noting the estimated percentage of your firm's total sales of DAS and/or SFWA in 2002 accounted for by internet sales.

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IV-B-14. Is DAS and/or SFWA produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>					
Country-pair	United States	China	India	Germany	Other countries
United States					
China					
India					
Germany					
<sup>1</sup> For any country-pair producing DAS and/or SFWA which is <i>sometimes</i> or <i>never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:					

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

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

IV-B-15. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between DAS and/or SFWA produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are <i>always</i> significant, "F" to indicate that such differences are <i>frequently</i> significant, "S" to indicate that such differences are <i>sometimes</i> significant, "N" to indicate that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>					
Country-pair	United States	China	India	Germany	Other countries
United States					
China					
India					
Germany					
<sup>1</sup> For any country-pair for which factors other than price <i>always or frequently</i> are a significant factor in your firm's sales of DAS and/or SFWA, identify the country-pair and report the advantages or disadvantages imparted by such factors:					

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

**Section IV-C.--DOMESTIC LIKE PRODUCT QUESTIONS--Continued**

**The following questions relate to the degree of similarity or the differences between DAS and SFWA in the U.S. market.** Please do not give similarities/differences between domestic DAS and imported DAS or between domestic SFWA and imported SFWA. This question does not ask for comparisons of the domestic product with the imported product, but rather for comparisons between the two products--i.e., DAS compared with SFWA.

IV-C-1. Please describe the any similarities and/or differences in the physical characteristics of DAS and SFWA.

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IV-C-2. Please describe the any similarities and/or differences in the uses for DAS and SFWA in the United States.

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IV-C-3. Please describe the degree of interchangeability, if any, between DAS and SFWA, i.e., are they used in the same or similar applications in the United States.

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IV-C-4. Please describe the any similarities and/or differences in the U.S. channels of distribution (e.g., distributors, end users, etc.) for DAS and SFWA.

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IV-C-5. Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions of DAS and SFWA in the U.S. market.

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IV-C-6. Please explain whether DAS and SFWA are made in common (i.e., the same or shared) U.S. manufacturing facilities, using common production processes, and production employees.

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IV-C-7. Please describe the any similarities and/or differences in the prices of DAS and SFWA in the U.S. market.

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

**Section IV-D.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for DAS and/or SFWA during January 2000-March 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of DAS and/or SFWA that each of these customers accounted for in 2002.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					





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

**Section IV-F.--COMPETITION FROM IMPORTS--LOST SALES**

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

**Since January 1, 2000:** Did your firm lose sales of DAS and/or SFWA to imports of these products from China, India, and Germany?

Yes       No

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

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

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