

PRODUCERS' QUESTIONNAIRE
CHLORINATED ISOCYANURATES FROM CHINA AND SPAIN

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 March 3, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning chlorinated isocyanurates (chlorinated isos) from China and Spain (invs. Nos. 731-TA-1082 and 1083 (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)).

<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 chlorinated isocyanurates (as defined in the instruction booklet) at any time since January 1, 2002?</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-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

For China: Support Oppose Take no position

For Spain: Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping 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 duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

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

PART I.--GENERAL QUESTIONS--Continued

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 chlorinated isos from China or Spain into the United States or which are engaged in exporting this product from China or Spain 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 chlorinated isos?

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 **Joanna Lo** (202-205-1888 or via e-mail joanna.lo@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted the production quantity or quality of chlorinated isos since January 1, 2002?

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 chlorinated isos?

No Yes--List the following information.

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

Products produced on same equipment and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Chlorinated isos	_____	_____	_____
_____	_____	_____	_____

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

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

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

No Yes--List the following information.

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

Products produced using the same workers and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Chlorinated isos	_____	_____	_____
_____	_____	_____	_____

II-6. Please discuss the number of employees, their hours worked on an annual basis, and the technical expertise necessary to perform your tableting, blending (if applicable), and repackaging operations. Please discuss your tableting, blending (if applicable), and repackaging operations separately.

Tableting: _____

Blending: _____

Repackaging: _____

II-7. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of chlorinated isos?

No Yes--Name firm: _____

II-8. Does your firm produce chlorinated isos in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-9. Since January 1, 2002, has your firm imported chlorinated isos?

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

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

II-10. **ALL CHLORINATED ISOS** – Report your firm’s production capacity, production, shipments, inventories, and employment related to the production of **all chlorinated isos** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ <i>(quantity)</i>			
U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS <i>(quantity)</i>			
U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS <i>(quantity)</i>			
U.S. SHIPMENTS TO DISTRIBUTORS:			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
U.S. SHIPMENTS TO MASS MARKET RETAILERS:			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
U.S. SHIPMENTS TO POOL-RELATED RETAILERS:			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			
U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			

Table continued on next page.

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

U.S. SHIPMENTS TO OTHER⁵:			
Quantity of U.S. shipments to other			
Value of U.S. shipments to other			
AVERAGE NUMBER OF PRWs			
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). _____			
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 2002, 2003, and 2004 below. _____			
³ Identify your principal export markets: _____			
⁴ <u>Reconciliation of data</u> --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: _____			
⁵ Identify your "other" shipments: _____			

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

II-11. **GRANULAR TRICHLOR CHLORINATED ISOS** – Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **granular trichlor chlorinated isos** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS:			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
U.S. SHIPMENTS TO MASS MARKET RETAILERS:			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
U.S. SHIPMENTS TO POOL-RELATED RETAILERS:			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			
U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			

Table continued on next page.

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

U.S. SHIPMENTS TO OTHER⁵:			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
AVERAGE NUMBER OF PRWs			
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 2002, 2003, and 2004 below. _____</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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			
<p>⁵ Identify your "other" shipments: _____</p>			

II-12. **GRANULAR DICHLOR CHLORINATED ISOS** – Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **granular dichlor chlorinated isos** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS:			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
U.S. SHIPMENTS TO MASS MARKET RETAILERS:			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
U.S. SHIPMENTS TO POOL-RELATED RETAILERS:			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			
U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			

Table continued on next page.

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

U.S. SHIPMENTS TO OTHER⁵:			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
AVERAGE NUMBER OF PRWs			
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 2002, 2003, and 2004 below. _____</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?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			
<p>⁵ Identify your "other" shipments: _____</p>			

II-13. **TABLETED TRICHLOR CHLORINATED ISOS** – Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **tableted trichlor chlorinated isos** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS:			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
U.S. SHIPMENTS TO MASS MARKET RETAILERS:			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
U.S. SHIPMENTS TO POOL-RELATED RETAILERS:			
<i>Quantity</i> of U.S. shipments to pool-related retailers			
<i>Value</i> of U.S. shipments to pool-related retailers			
U.S. SHIPMENTS TO THE INDUSTRIAL MARKET:			
<i>Quantity</i> of U.S. shipments to the industrial market			
<i>Value</i> of U.S. shipments to the industrial market			

Table continued on next page.

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

U.S. SHIPMENTS TO OTHER⁵:			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
AVERAGE NUMBER OF PRWs			
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 2002, 2003, and 2004 below. _____</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?</p>			
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			
<p>⁵ Identify your "other" shipments: _____</p>			

II-14. **“BLENDED” CHLORINATED ISOS TABLETS** – Report your firm’s production capacity, production, shipments, inventories, and employment related to the production of **“blended” chlorinated isos tablets** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)			
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
PRODUCTION (<i>quantity</i>)			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ² of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ² of transfers to related firms			
EXPORT SHIPMENTS: ³			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
U.S. SHIPMENTS TO UNRELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO RELATED REPACKERS/TABLETERS (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS:			
<i>Quantity</i> of U.S. shipments to distributors			
<i>Value</i> of U.S. shipments to distributors			
U.S. SHIPMENTS TO MASS MARKET RETAILERS:			
<i>Quantity</i> of U.S. shipments to mass market retailers			
<i>Value</i> of U.S. shipments to mass market retailers			
U.S. SHIPMENTS TO OTHER POOL RELATED RETAILERS:			
<i>Quantity</i> of U.S. shipments to other pool related retailers			
<i>Value</i> of U.S. shipments to other pool related retailers			
U.S. SHIPMENTS TO INDUSTRIAL MARKET:			
<i>Quantity</i> of U.S. shipments to industrial market			
<i>Value</i> of U.S. shipments to industrial market			

Table continued on next page.

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

U.S. SHIPMENTS TO OTHER⁵:			
<i>Quantity</i> of U.S. shipments to other			
<i>Value</i> of U.S. shipments to other			
AVERAGE NUMBER OF PRWs			
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 2002, 2003, and 2004 below. _____</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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>			
<p>⁵ Identify your "other" shipments: _____</p>			

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

II-15. If you reported transfers to related firms in question II-10, II-11, II-12, II-13, or II-14, 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-16. Other than direct imports, has your firm otherwise purchased chlorinated isos since January 1, 2002? (See definitions in the instruction booklet.) Report separately for the various types of chlorinated isos, photocopying the page as needed.

- No Yes--Report such purchases below for the specified periods.¹
 All Granular trichlor Granular dichlor Tableted trichlor Blended tablets

(Quantity in short tons, value in \$1,000)			
Item	Calendar years		
	2002	2003	2004
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
CHINA:			
<i>Quantity</i>			
<i>Value</i>			
HONG KONG:			
<i>Quantity</i>			
<i>Value</i>			
SPAIN:			
<i>Quantity</i>			
<i>Value</i>			
<u>ALL</u> 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. _____ _____			
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. _____ _____			

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

II-17. **COMPARABILITY OF TRICHLOR VERSUS DICHLOR** – Please describe the differences and similarities between TRICHLOR chlorinated isos and DICHLOR chlorinated isos for the following factors: (a) physical properties; (b) manufacturing processes-where and how they are made, and whether there are common facilities and employees; (c) end uses-include a discussion on the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution – describe the specific channels of distribution/market environment in which the products are sold; (e) customer requirements – describe the typical requirements of the customer; and (f) price. Use additional pages if necessary.

(a) Physical properties:

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution:

(e) Customer requirements:

(f) Price:

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

II-18. **COMPARABILITY OF GRANULAR CHLORINATED ISOS VERSUS TABLETED CHLORINATED ISOS** – Please describe the differences and similarities between GRANULAR chlorinated isos and TABLETED chlorinated isos for the following factors: (a) physical properties; (b) manufacturing processes-where and how they are made, and whether there are common facilities and employees; (c) end uses-include a discussion on the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution – describe the specific channels of distribution/market environment in which the products are sold; (e) customer requirements – describe the typical requirements of the customer; and (f) price. Use additional pages if necessary.

(a) Physical properties:

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution:

(e) Customer requirements:

(f) Price:

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

II-19. **COMPARABILITY OF "BLENDED" CHLORINATED ISOS TABLETS VERSUS ALL OTHER CHLORINATED ISOS** – Please describe the differences and similarities between BLENDED chlorinated isos tablets and ALL other chlorinated isos for the following factors: (a) physical properties; (b) manufacturing processes-where and how they are made, and whether there are common facilities and employees; (c) end uses-include a discussion on the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) channels of distribution – describe the specific channels of distribution/market environment in which the products are sold; (e) customer requirements – describe the typical requirements of the customer; and (f) price. Use additional pages if necessary.

(a) Physical properties:

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution:

(e) Customer requirements:

(f) Price:

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Mary Pedersen** (202-205-3247 or mary.pedersen@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____

Name and title	
_____	_____
Phone No.	Fax No.
_____	_____
E-mail address	Company web address
_____	_____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
 3. Does your firm prepare separate profit/loss statements for the trichlor and dichlor forms of the subject merchandise? _____
 4. Does your firm prepare separate profit/loss statements for the granular, tablet and blended tablet forms of the subject merchandise? _____
 5. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
 6. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes chlorinated isos, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses:

PART III.--FINANCIAL INFORMATION--Continued

For question III-5, if your answer varies by type or form of chlorinated isos (see definitions in instruction booklet), please check the appropriate box below and copy this page as necessary.

All chlorinated isos

Granular trichlor

Granular dichlor

Trichlor tablets

Blended tablets

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-6a. Operations on all chlorinated isos (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the **all chlorinated isos** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. **If your firm was involved in tolling operations (either as the toller or tollee), please contact Mary Pedersen (202) 205-3247 before entering data below.**

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials ³			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please identify the principal raw material(s) used in the production of all chlorinated isos _____ _____			

PART III.--FINANCIAL INFORMATION--Continued

III-6b. Operations on granular trichlor (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the **granular trichlor** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. **If your firm was involved in tolling operations (either as the toller or tollee), please contact Mary Pedersen (202) 205-3247 before entering data below.**

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials ³			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please identify the principal raw material(s) used in the production of granular trichlor _____ _____			

PART III.--FINANCIAL INFORMATION--Continued

III-6c. Operations on granular dichlor (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the **granular dichlor** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. **If your firm was involved in tolling operations (either as the toller or tollee), please contact Mary Pedersen (202) 205-3247 before entering data below.**

(Quantity in short tons, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials ³			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please identify the principal raw material(s) used in the production of granular dichlor _____ _____			

PART III.--FINANCIAL INFORMATION--Continued

III-6d. Operations on trichlor tablets (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the **trichlor tablets** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. **If your firm was involved in tolling operations (either as the toller or tollee), please contact Mary Pedersen (202) 205-3247 before entering data below.**

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials ³			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please identify the principal raw material(s) used in the production of trichlor tablets _____ _____			

PART III.--FINANCIAL INFORMATION--Continued

III-6e. Operations on blended chlorinated isos tablets (as defined in the instruction booklet).--Report the revenue and related cost information requested below on the **blended chlorinated isos tablets** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. **If your firm was involved in tolling operations (either as the toller or tollee), please contact Mary Pedersen (202) 205-3247 before entering data below.**

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials ³			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please identify the principal raw material(s) used in the production of blended tablets _____ _____			

PART III.--FINANCIAL INFORMATION--Continued

III-7. Asset values.--Report the total assets associated with your production, warehousing, and sale of all chlorinated isos. 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 question III-6a. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of --	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of chlorinated isos:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (Finished goods)			
D. Inventories (raw materials and work in process)			
E. Short-term investments			
F. Prepaid expenses			
G. Property held for resale			
H. Other (describe _____)			
I. Total current assets (lines 1.A. through 1.H.)			
2. Notes receivable			
3. Long-term investments			
4. 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			
5. Goodwill			
6. Other (describe _____)			
7. Other (describe _____)			
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)			

PART III.--FINANCIAL INFORMATION--Continued

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on chlorinated isos. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
All chlorinated isos production:			
Capital expenditures			
Research and development expenditures			
Granular trichlor production:			
Capital expenditures			
Research and development expenditures			
Granular dichlor production:			
Capital expenditures			
Research and development expenditures			
Trichlor tablet production:			
Capital expenditures			
Research and development expenditures			
Blended chlorinated isos tablet production:			
Capital expenditures			
Research and development expenditures			

III-9. For tableters, please discuss the capital investment required to begin tableting and blending operations (if applicable) (e.g., the cost of a tablet press, equipment for blending, and/or repackaging equipment).

Tablet press: _____

Blending equipment (specify): _____

Repackaging equipment (specify): _____

Other (specify): _____

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

III-10. For tableters, please discuss the main cost components associated with tableting, blending (if applicable), and repackaging as well as such components' percent of overall tableting, blending (if applicable), or repackaging costs.

Tableting: _____

Blending: _____

Repackaging: _____

PART III.--FINANCIAL INFORMATION--Continued

For questions III-11 through III-13, if your answers vary by type or form of chlorinated isos, please check the appropriate box below and copy this page as necessary.

- All chlorinated isos Granular trichlor Granular dichlor
 Trichlor tablets Blended tablets

III-11. Please provide data for domestic value added for granular chlorinated isos purchased from foreign countries, then tableted, blended (if applicable), and repackaged by your firm in the U.S. for fiscal year 2004. *Please reconcile these data with your answers in tables III-6a - III-6e.*

Foreign Sources		Domestic Value Added						Total
Foreign content cost	Source by country	Additional raw material ¹	Fabrication (labor/over-head)	SG&A	Repackaging	Other (net)	Total U.S. value added	Total cost
<i>(Value in \$1,000)</i>								
¹ Please identify the raw materials sourced in the United States: _____ _____								
Note: Purchases from a related firm must be stated at the related firm's actual costs.								

III-12a. Please provide the percentage of value added to the total production cost of tableted chlorinated isos by tableting, blending (if applicable), and repackaging granular chlorinated isos from domestic sources.

Percentage of value added by tableting: _____
 Percentage of value added by blending: _____
 Percentage of value added by repackaging: _____

III-12b. Since January 1, 2002, 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 subject imports from China or Spain?

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

- | | |
|--|--------------------------|
| Cancellation, postponement, or rejection of expansion projects | <input type="checkbox"/> |
| Denial or rejection of investment proposal | <input type="checkbox"/> |
| Reduction in the size of capital investments | <input type="checkbox"/> |
| Rejection of bank loans | <input type="checkbox"/> |
| Lowering of credit rating | <input type="checkbox"/> |
| Problem related to the issue of stocks or bonds | <input type="checkbox"/> |

Other (specify) _____

III-13. Does your firm anticipate any negative impact of imports of chlorinated isos from China or Spain?

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

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Kelly Clark** (202-205-3166 via e-mail kelly.clark@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2002-December 2004:

Chlorinated Isos in granular form:

Product 1.—Granular trichloroisocyanuric acid with approximately 90 percent available chlorine content (similar to ACL®90 or CDB®), sold in 2,205 lb. polypropylene bags

Product 2.—Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in 2,205 lb. polypropylene bags, for repackaging for pool treatment use

Product 3.—Granular sodium dichloroisocyanurate (dihydrate) with approximately 56 percent available chlorine content (similar to ACL®56 or CDB®56), sold in 300 pound drums, for use in cleanser and/or sanitizer applications

Chlorinated Isos in tableted form: (note- if your firm sells tablets made of chlorinated isos from multiple countries, please estimate on the next page to the best of your ability the percent of your tablets that are made from chlorinated isos from each country)

Product 4.-Trichlor tablets (see instruction booklet for definition) in 1 metric ton containers

Product 5.-Trichlor tablets (see instruction booklet for definition) in 24-26 pound containers

Product 6.- Blended 3-inch tablets (see instruction booklet for definition) with approximately 85to 90 percent available chlorine content, in 24-26 pound containers.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

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

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

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	F.o.b. value ²
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

Note for products 4, 5, and 6 only- if your firm manufactures products 4 and 5 from granular chlorinated isos from multiple countries, please indicate here the estimated percentage of the tableted pricing product data that is manufactured from chlorinated isos from each country:

Note for products 5 and 6 only: Please specify the weight of the tablets for which pricing data are reported.

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

Section IV-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

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

b) Please list any price increase announcements made by your firm for its sales of domestically-produced chlorinated isos since January 2002. Please indicate in your response whether or not the announced price increase was successful.

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

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

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced chlorinated isos in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

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

Section IV-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Since January 2002, approximately what percent of your firm's contracts involved requests for price renegotiation? _____

(d) Does the contract fix quantity, price, or both? _____

(e) Does the contract have a meet or release provision? _____

(f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes _____ No _____. If yes, please estimate the percentage of your firm's contract sales since January 2002, in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

g) Does the contract have any provisions for increases in the cost of raw materials? If yes, please describe.

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

Section IV-B.--PRICE-RELATED QUESTIONS

Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Since January 2002, approximately what percent of your firm's contracts involved requests for price renegotiation? _____

(d) Does the contract fix quantity, price, or both? _____

(e) Does the contract have a meet or release provision? _____

(f) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes _____ No _____. If yes, please estimate the percentage of your firm's contract sales since January 2002, in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

(g) Does the contract have any provisions for increases in the cost of raw materials? If yes, please describe.

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced chlorinated isos?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

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

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

Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

IV-B-8. (a) What is the approximate percentage of the total delivered cost of chlorinated isos that is accounted for by U.S. inland transportation costs? _____ percent.

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

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's chlorinated isos?

Northeast Mid-Atlantic Midwest Southeast

Southwest Rocky Mountains West Coast Northwest

National Other (describe) _____

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

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

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

(1) _____ (2) _____ (3) _____

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

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

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

Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

IV-B-11. (c) Have changes in the prices of these products affected the price for chlorinated isos?

- No Yes--To what degree do changes in their prices affect the price for chlorinated isos? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of chlorinated isos or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for chlorinated isos changed since January 1, 2002? What principal factors affect changes in demand?

- Increased Unchanged Decreased

IV-B-13. a) Have there been any significant changes in the product range of chlorinated isos since January 1, 2002?

- No Yes--Please describe.

b) Have there been any significant changes in the marketing of chlorinated isos since January 1, 2002?

- No Yes--Please describe.

c) Have you instituted any marketing initiative to reach out to the mass dealer or other segments of the market since January 1, 2002?

- No Yes--Please describe.

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

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

Please note that the questions in this section refer to sales of granular, tabular, and blended tableted chlorinated isos. If your response to any question differs depending on whether the chlorinated isos are granular, tablets, or blended tablets, please note this in your response and provide information for each such product.

IV-B-14. What are the industrial, water treatment, and other non-pool related end uses of chlorinated isos? Do these uses require trichlor or dichlor, either, or both?

IV-B-15. Do you produce any specially blended tablets of chlorinated isos? If so, please describe and/or attach promotional literature. Do these products compete directly with non-blended chlorinated isos?

IV-B-16. At any time since January 1, 2002, has your firm refused to sell chlorinated isos to another U.S. firm for reasons other than price?

No Yes--Please describe, indicating the specific firm(s), date(s) and reason(s).

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for chlorinated isos during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of chlorinated isos that each of these customers accounted for in 2004.

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

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

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

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2002: Did your firm lose sales of chlorinated isos to imports of these products from China or Spain?

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 (<i>pounds</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)