

**PRODUCERS' QUESTIONNAIRE**  
**TETRAHYDROFURFURYL ALCOHOL (THFA) FROM CHINA**

*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 1, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning THFA from China (inv. No. 731-TA-1046 (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 THFA (as defined in the instruction booklet) at any time since January 1, 2001?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
--

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

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

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

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

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

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

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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.

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

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

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 determination in the investigation is affirmative and an antidumping duty order is 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)

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>
_____	_____	_____
_____	_____	_____

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing THFA from China into the United States or which are engaged in exporting THFA from China 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 THFA?

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 Jai Motwane (202-205-3176 or jmotwane@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

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

\_\_\_\_\_

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; 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 THFA since January 1, 2001?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

No       Yes--List the following information.

Product

Basis for allocation of capacity data

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

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

No       Yes--List the following information.

Product

Basis for allocation of employment data

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of THFA?

No       Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce THFA in a foreign trade zone (FTZ)?

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

II-8. Since January 1, 2001, has your firm imported THFA?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of THFA in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(quantity)</i> <sup>1</sup>			
<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:</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</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> The production capability (see definitions in instruction booklet) reported is based on operating \_\_\_ hours per week, \_\_\_ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary).

<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 2001, 2002, and 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-10. If you reported transfers to related firms in question II-9, 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-11. Other than direct imports, has your firm otherwise purchased THFA since January 1, 2001? (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, value in \$1,000)</i>			
Item	Calendar years		
	2001	2002	2003
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>			
<b>COUNTRY:</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**

Address questions on this part of the questionnaire to David Boyland (202-708-4725)

III-1. Who should be contacted regarding the requested financial information?  
List the names, titles, and phone numbers (including extensions) of the people who prepared and/or have actual knowledge of this response.

Company contact: \_\_\_\_\_

Name and title			
	Ext.		
Phone No.		Fax No.	E-mail address

Your company's World Wide Website: \_\_\_\_\_

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 periods 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. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10K's \_\_\_ 10Q's \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_  
 Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.*

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____
_____	_____

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

III-6. Operations on THFA.--Report the revenue and related cost information requested below on the THFA 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.

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years</b>		
	<b>2001</b>	<b>2002</b>	<b>2003</b>
<b>Net sales quantities:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Tolling			
Total net sales quantities			
<b>Net sales values:<sup>2</sup></b>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Tolling			
Total net sales values			
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>			
Raw materials <sup>3</sup>			
Direct labor			
Natural gas			
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, and allowances. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>3</sup> The cost of raw material purchased by your company and used to produce THFA. Raw material provided to your company by a tollee for production into THFA (and which does not represent a cost to your company) should not be reported.

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

- III-7. With respect to the natural gas costs reported in table III-6, please answer the following using a separate attachment:
- A. Describe how natural gas is used in the production of THFA
  - B. Describe how natural gas costs were allocated to THFA.
  - C. For each period describe the extent to which hedging instruments for the purchase of natural gas were or were not used.
  - D. Describe how your natural gas purchasing policy during the period examined affected THFA manufacturing costs.
- III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on THFA, and the values of the property, plant, and equipment used in the production of THFA. Provide data for your three most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>			
Item	Fiscal years		
	2001	2002	2003
<b>Capital expenditures</b>			
<b>Research and development expenditures</b>			
<b>Property, plant, and equipment:</b>			
Original cost			
Book value			

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

III-9. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of THFA from China?

No

Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

III-10. Does your firm anticipate any negative impact of imports of THFA from China?

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 Eric Forden (202-205-3235 or [eforden@usitc.gov](mailto:eforden@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 2001-December 2003:

**Product 1.—Tetrahydrofurfuryl alcohol in 55 gallon drums**

**Product 2.—Tetrahydrofurfuryl alcohol in bulk containers**

**Please report separately for sales to end users and to distributors. 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).**

**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. Report separately for sales to distributors and end users.

Product 1  Product 2

<i>(Quantity in Pounds, value in Dollars)</i>				
Period of shipment	Sales to Distributors		Sales to End users	
	Quantity	Value <sup>2</sup>	Quantity	Value <sup>2</sup>
<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				
April-June				
July-September				
October-December				
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  <hr/>				
<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**

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

---

---

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 THFA (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic THFA 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 THFA 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) If contracts have meet-or-release provisions, has your firm actually changed prices for an existing contract? Yes \_\_\_\_ No \_\_\_\_\_. If yes, please estimate the percentage of your firms contract sales for which your firm changed prices during an existing contract since January 2000. \_\_\_\_\_

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

(g) 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 THFA? \_\_\_\_\_

IV-B-6. What is the approximate percentage of the total delivered cost of THFA that is accounted for by 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 THFA?

---

---

IV-B-8. What other products may be substitutes for THFA?

---

---

IV-B-9. Describe the end uses of the THFA that you manufacture. For each end use product, what percentage of the total cost is accounted for by THFA?

---

---

IV-B-10. How has the demand within the United States (and outside the United States if known) for THFA changed since January 1, 2001? What were the principal factors affecting changes in demand?

---

---

IV-B-11. Domestic producer Penn Specialty Chemicals filed for bankruptcy protection in July 2001, and emerged from bankruptcy in July 2002. What effect, if any, did this have on the U.S. market for THFA?

---

---

IV-B-12. What impact, if any, does imported THFA that is internally consumed by an importer to make downstream products have on the sales or prices of THFA (domestic or imported) that is sold to unrelated customers?

---

---

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

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

IV-B-13. Have there been any significant changes in the product range or marketing of THFA in the past five years?

No       Yes--Please describe.

---

---

IV-B-14. Does your firm sell THFA over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of THFA in 2003 accounted for by internet sales.

---

---

IV-B-15. Are the U.S.-produced and imported THFA from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes       No--Please explain.

---

---

IV-B-16. Are the U.S.-produced and NONSUBJECT imported THFA (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes       No--Please explain, by country.

---

---

IV-B-17. Are NONSUBJECT imported THFA and imported THFA from China used interchangeably?

Yes       No--Please explain, by country.

---

---

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

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

IV-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced THFA and THFA imported from China that are a significant factor in your firm's sales of THFA?

- No       Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

---

---

IV-B-19. Are there any differences in product characteristics or sales conditions between U.S.-produced THFA and NONSUBJECT imported THFA that are a significant factor in your firm's sales of THFA?

- No       Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

---

---

IV-B-20. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported THFA and imported THFA from China that are a significant factor in your firm's sales of THFA?

- No       Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

---

---

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

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

IV-B-21. Please list your quarterly natural gas quantities and prices used in the production of THFA since January 2001 in the table below:

<b>Period</b>	<b>Quantity (MMBtu)</b>	<b>Price (per MMBtu)</b>	<b>Period</b>	<b>Quantity (MMBtu)</b>	<b>Price (per MMBtu)</b>
2001 Jan.-Mar.			2003 Jan.-Mar.		
2001 Apr.-June			2003 Apr.-June		
2001 July-Sep.			2003 July-Sep.		
2001 Oct.-Dec.			2003 Oct.-Dec.		
2002 Jan.-Mar.					
2002 Apr.-June					
2002 July-Sep.					
2002 Oct.-Dec.					

**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 THFA during 2001-2003. 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 THFA that each of these customers accounted for in 2003.

No.	Customer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 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**

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

**Since January 1, 2001:** Did your firm lose sales of THFA to imports of these products from China?

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)