

**U.S. PRODUCERS' QUESTIONNAIRE**

**SODIUM NITRITE FROM CHINA AND GERMANY**

**This questionnaire must be received by the Commission by no later than November 20, 2007**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning sodium nitrite from China and Germany (Inv. Nos. 701-TA-453 and 731-TA-1136-1137 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm produced sodium nitrite (as defined in the instruction booklet) at any time since January 1, 2004?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**CERTIFICATION**

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

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

*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.*

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

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. 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?

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 investigations is affirmative and antidumping and/or countervailing duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection 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.

Yes     No--I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

**PART I.--GENERAL INFORMATION--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 sodium nitrite from China and/or Germany into the United States or which are engaged in exporting sodium nitrite from China and/or Germany 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 sodium nitrite?

No             Yes--List the following information

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



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

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

---

---

---

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

No       Yes--List the following information.

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

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Sodium nitrite</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of sodium nitrite?

No       Yes--Name firm(s): \_\_\_\_\_.

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

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

II-8. Since January 1, 2004, has your firm imported sodium nitrite?

No       Yes--**COMPLETE AND RETURN A U.S. 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 sodium nitrite in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)					
Item	Calendar years			January-September	
	2004	2005	2006	2006	2007
<b>Average production capacity<sup>1</sup></b> (quantity)					
<b>Beginning-of-period inventories</b> (quantity)					
<b>Production</b> (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories<sup>4</sup></b> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> 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).					
<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 2004, 2005, 2006, and the interim periods of January-September 2006 and 2007 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?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-10. U.S. SHIPMENTS OF SODIUM NITRITE BY FORM.- Report the shares of your firm's U.S. shipments of sodium nitrite produced in your U.S. establishment(s) in 2006 and January-September 2007 accounted for by the following forms. Totals reported below should sum to 100 percent.

<b>Share of quantity (in percent)</b>		
<b>Item</b>	<b>Calendar year 2006</b>	<b>January-September 2007</b>
<b>U.S. shipments by FORM--</b>		
Granular: 99 percent pure		
Less than 99 percent pure		
Flake		
Liquor		
Prill		
Other (describe):		
<b>Total</b>	<b>100</b>	<b>100</b>

II-11. 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.

---



---



---

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

II-12. Other than direct imports, has your firm otherwise purchased sodium nitrite since January 1, 2004? (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			January-September	
	2004	2005	2006	2006	2007
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF SODIUM NITRITE FROM--</b>					
<b>China:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Germany:</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/>					
<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/>					



**PART III.--FINANCIAL INFORMATION**

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

III-1. Who should be contacted regarding the requested financial information?

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

( ) \_\_\_\_\_  
Phone number E-mail 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. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually
- 4. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes sodium nitrite, 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 plus variances, 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**

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

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____

III-6. Does your company receive inputs (raw materials, labor, energy or any other services) used in the production of sodium nitrite from any related company?

Yes—Continue to question III-7 below.       No—Continue to question III-10 below.

III-7. Other products.-- In the space provided below, identify the inputs related to the production of sodium nitrite that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9.       No—Continue to question III-10.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on sodium nitrite); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes       No—please contact Charles Yost at 202-205-3432.

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

III-10. Operating and nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Operating and nonrecurring charges are the dollar effects of any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns; they include items such as asset write-offs and accelerated depreciation due to restructuring of the company's sodium nitrite operations.

Item	Fiscal years ended--			January-September	
	_____	_____	_____	2006	2007
<b>Operating and Non-recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

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

III-11. Operations on sodium nitrite.--Report the revenue and related cost information requested below on the sodium nitrite operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of sodium nitrite that your firm has merely purchased. 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. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202) 205-3432 or charles.yost@usitc.gov before completing this section of the questionnaire.

<b>Quantity (in 1,000 pounds) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2006</b>	<b>2007</b>
<b>Net sales quantities:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>2</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>3</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<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 (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. <sup>3</sup> COGS should include costs associated with internal consumption and transfers to related firms.					

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

III-12. Operations on sodium nitrite.—For the costs reported in question III-11 of your U.S. establishment(s), please provide breakouts of your raw material costs and energy and utility costs. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-September	
	_____	_____	_____	2006	2007
Raw material costs:					
Ammonia					
Soda ash					
All other raw materials					
Energy and utility costs <sup>1</sup>					
<sup>1</sup> Please identify where energy and utility costs are classified in question III-11 _____.					

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of sodium nitrite. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. 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.

Item	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of sodium nitrite:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (finished goods)			
D. Other (describe: _____)			
E. Total current assets (lines 1.A. through 1.D.)			
<b>2. Non-current assets:</b>			
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			
D. Other non-current assets (describe: _____)			
<b>4. Total assets (lines 1.E., 2.C., and 2.D)</b>			

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

III-14. Capital expenditures and research and development expenses.--Report your firm's capital expenditures and research and development expenses on sodium nitrite. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-September	
	_____	_____	_____	2006	2007
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-15. Since January 1, 2004, 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 sodium nitrite from China and/or Germany?

- No             Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
  - Denial or rejection of investment proposal
  - Reduction in the size of capital investments
  - Rejection of bank loans
  - Lowering of credit rating
  - Problem related to the issue of stocks or bonds
  - Other (specify) \_\_\_\_\_

III-16. Does your firm anticipate any negative impact of imports of sodium nitrite from China and/or Germany?

- No             Yes--My firm anticipates negative impact as follows:
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Catherine DeFilippo, Economist (202-205-3253, catherine.defilippo@usitc.gov).

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

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2004-September 2007.

***Product 1.***— Minimum sodium nitrite component of 98.0 percent. Sodium nitrite may or may not contain an anti-caking agent. Sodium nitrite may or may not be sold in prill form. Do not include flake, liquor or products that meet the Product 2 definition.

***Product 2.***— Minimum sodium nitrite component of 99.0 percent. Certified as complying with the Food Chemical Codex (FCC) and current Good Manufacturing Practice (cGMP). Sodium nitrite may or may not contain an anti-caking agent. Sodium nitrite may or may not be sold in prill form. Do not include flake or liquor.

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**

IV-2. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<b>(Quantity in pounds, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2004</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				

<sup>1</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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_



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

IV-3. Please describe how your firm determines the prices that it charges for sales of sodium nitrite (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-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---

---

---

IV-5. What are your firm's typical sales terms for its U.S.-produced sodium nitrite (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of domestic sodium nitrite usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

IV-6. Approximately what share of your firm's sales of its U.S.-produced sodium nitrite in 2006 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

IV-7. 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) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

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

IV-8. 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) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

IV-9. 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 sodium nitrite?

<u>Source</u>	<u>Share of sales, 2006</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

- IV-10. (a) What is the approximate percentage of the total delivered cost of sodium nitrite that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm  or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-11. What is the geographic market area in the United States served by your firm's sodium nitrite? (check all that apply)

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

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

IV-12. Describe the end uses of the sodium nitrite that you manufacture. For each end-use product, what percentage of the total cost is accounted for by sodium nitrite?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-13. (a) Please list in order of importance any products that may be substituted for sodium nitrite.

- (i) \_\_\_\_\_
- (ii) \_\_\_\_\_
- (iii) \_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(c) Have changes in the prices of these products affected the price for sodium nitrite?

- No       Yes-- To what degree do changes in their prices affect the price for sodium nitrite? 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 sodium nitrite or final end use?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

IV-14. How has the demand within the United States (and outside the United States if known- please specify) for sodium nitrite changed since January 1, 2004? What principal factors affect changes in demand?

- Increased                       No change                       Decreased

---

---

---

IV-15. Have there been any significant changes in the product range or marketing of sodium nitrite since January 1, 2004?

- No                       Yes-- Please describe.

---

---

---

IV-16. Does your firm sell sodium nitrite over the internet?

- No                       Yes-- Please describe, noting the estimated percentage of your firm's total sales of sodium nitrite in 2006 accounted for by internet sales.

---

---

---

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

IV-17. Is sodium nitrite produced in the United States and in other countries interchangeable (*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 always interchangeable, “F” to indicate that the products are frequently interchangeable, “S” to indicate that the products are sometimes interchangeable, “N” to indicate that the products are never interchangeable, and “0” to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	United States	China	Germany	Canada	Chile	India	Norway	Poland
United States								
China								
Germany								
Canada								
Chile								
India								
Norway								
Poland								

<sup>1</sup> For any country-pair producing sodium nitrite which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

IV-18. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between sodium nitrite 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 always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	China	Germany	Canada	Chile	India	Norway	Poland
United States								
China								
Germany								
Canada								
Chile								
India								
Norway								
Poland								

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of sodium nitrite, identify the country-pair and report the advantages or disadvantages imparted by such factors:

---



---



---

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

IV-19. Please identify below the names and addresses of your firm's 10 largest customers for sodium nitrite during January 2004-September 2007. Please also provide the name, telephone number, and e-mail address of a contact person and the share of the quantity of your firm's total shipments of sodium nitrite that each of these customers accounted for in 2006.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person and e-mail address</b>	<b>Area code and telephone number</b>	<b>Share of 2006 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					





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

IV-21. **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, 2004: Did your firm lose sales of sodium nitrite to imports of these products from China and/or Germany?

No                                       Yes

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	Competing import price (total value— dollars)