

**U.S. IMPORTERS' QUESTIONNAIRE**

**SODIUM NITRITE FROM CHINA AND GERMANY**

**This questionnaire must be received by the Commission by no later than May 15, 2008**

*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 (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)).

<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 imported sodium nitrite (as defined in the instruction booklet) from any country at any time since January 1, 2005?
<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 II.--TRADE AND RELATED 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 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. 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 II.--TRADE AND RELATED INFORMATION--Continued**

I-4. 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-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of sodium nitrite?

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

I-6. Please indicate the nature of your firm's importing operations on sodium nitrite. More than one answer may be applicable.

- Importer of record                       Takes title to the imported product(s)  
 Consignee of the imported products(s)       Customs broker or freight forwarder.

I-7. If your firm is an importer of record of sodium nitrite but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

I-8. Please indicate whether your firm enters sodium nitrite into, or withdraws such merchandise from, foreign trade zones (FTZs) or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports sodium nitrite under the temporary importation under bond (TIB) program.

No             Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

Further information on this part of the questionnaire can be obtained from Dana Lofgren, Investigator (202-205-3185, dana.lofgren@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 number                      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; or any other change in the character of your operations or organization relating to the importation of sodium nitrite since January 1, 2005?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-3. Has your firm imported or arranged for the importation of sodium nitrite from China, Germany, or any other source for delivery after March 31, 2008?

- No             Yes--Indicate when such orders are to be delivered and the quantities involved.

*Complete this table if you responded "yes" to this question.*

<b>Quantity (in 1,000 pounds)</b>				
<b>Source</b>	<b>April-June 2008</b>	<b>July-September 2008</b>	<b>October- December 2008</b>	<b>January-March 2009</b>
Imports from--				
China				
Germany				
All other sources				

II-4. If your firm also produces sodium nitrite in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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II-5. Has your firm ever attempted to convert dry sodium nitrite to liquid in your facilities?

- No             Yes-- Please describe the results.

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

II-6a. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of sodium nitrite imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )					
<b>Imports:</b> <sup>1</sup>					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption/company transfers:</b>					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
<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>Channels of distribution:</b>					
U.S. shipments to distributors ( <i>quantity</i> )					
U.S. shipments to end users ( <i>quantity</i> )					
<sup>1</sup> Please identify the foreign producers, if known: _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and the interim periods of January-March 2007 and 2008 below: _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> —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-6b. U.S. SHIPMENTS OF SODIUM NITRITE BY FORM.- Report the shares of your firm's internal consumption/company transfers and U.S. commercial shipments of sodium nitrite (by quantity) imported by your firm from **China** in 2007 and January-March 2008. Totals reported below should add to 100.

<b>Share of quantity (in percent)</b>		
<b>Item</b>	<b>Calendar year 2007</b>	<b>January-March 2008</b>
<b>U.S. shipments by FORM--</b>		
Granular 99 percent pure		
Less than 99 percent pure		
Flake		
Liquid		
Prill		
Other (describe):		
Total	100	100

II-6c. U.S. SHIPMENTS OF SODIUM NITRITE BY GRADE.- Report the shares of your firm's internal consumption/company transfers and U.S. commercial shipments of sodium nitrite (by quantity) imported by your firm from **China** in 2007 and January-March 2008. Totals reported below should add to 100.

<b>Share of quantity (in percent)</b>		
<b>Item</b>	<b>Calendar year 2007</b>	<b>January-March 2008</b>
<b>U.S. shipments by GRADE--</b>		
Food grade		
Technical grade		
Other (please specify):		
Other (please specify):		
Total	100	100

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

II-7a. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of sodium nitrite imported from Germany by your firm during the specified periods. (See definitions in the instruction booklet.)

**GERMANY**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and the interim periods of January-March 2007 and 2008 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> —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-7b. U.S. SHIPMENTS OF SODIUM NITRITE BY FORM.- Report the shares of your firm's internal consumption/company transfers and U.S. commercial shipments of sodium nitrite (by quantity) imported by your firm from **Germany** in 2007 and January-March 2008. Totals reported below should add to 100.

<b>Share of quantity (in percent)</b>		
<b>Item</b>	<b>Calendar year 2007</b>	<b>January-March 2008</b>
<b>U.S. shipments by FORM--</b>		
Granular 99 percent pure		
Less than 99 percent pure		
Flake		
Liquid		
Prill		
Other (describe):		
Total	100	100

II-7c. U.S. SHIPMENTS OF SODIUM NITRITE BY GRADE.- Report the shares of your firm's internal consumption/company transfers and U.S. commercial shipments of sodium nitrite (by quantity) imported by your firm from **Germany** in 2007 and January-March 2008. Totals reported below should add to 100.

<b>Share of quantity (in percent)</b>		
<b>Item</b>	<b>Calendar year 2007</b>	<b>January-March 2008</b>
<b>U.S. shipments by GRADE--</b>		
Food grade		
Technical grade		
Other (please specify):		
Other (please specify):		
Total	100	100

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

II-8a. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of sodium nitrite imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in 1,000 pounds), value (in \$1,000)					
Item	Calendar years			January-March	
	2005	2006	2007	2007	2008
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and the interim periods of January-March 2007 and 2008 below: _____ _____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8b. U.S. SHIPMENTS OF SODIUM NITRITE BY FORM.- Report the shares of your firm's internal consumption/company transfers and U.S. commercial shipments of sodium nitrite (by quantity) imported by your firm from **all other sources combined** in 2007 and January-March 2008. Totals reported below should add to 100.

Share of quantity ( <i>in percent</i> )		
Item	Calendar year 2007	January-March 2008
<b>U.S. shipments by FORM--</b>		
Granular 99 percent pure		
Less than 99 percent pure		
Flake		
Liquid		
Prill		
Other (describe):		
Total	100	100

II-8c. U.S. SHIPMENTS OF SODIUM NITRITE BY GRADE.- Report the shares of your firm's internal consumption/company transfers and U.S. commercial shipments of sodium nitrite (by quantity) imported by your firm from **all other sources combined** in 2007 and January-March 2008. Totals reported below should add to 100.

Share of quantity ( <i>in percent</i> )		
Item	Calendar year 2007	January-March 2008
<b>U.S. shipments by GRADE--</b>		
Food grade		
Technical grade		
Other (please specify):		
Other (please specify):		
Total	100	100

**PART III.--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)

III-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 price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China and Germany during January 2005-March 2008:

**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, liquid 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 liquid.**

**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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

**CHINA**

<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>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				
October-December				
<b>2008</b>				
January-March				

<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 III.

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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Germany and sold by your firm.

**GERMANY**

<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>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				
October-December				
<b>2008</b>				
January-March				

<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 III.

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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from all other sources combined and sold by your firm.

**ALL OTHER SOURCES**

<i>(Quantity in pounds, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<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				
October-December				
<b>2008</b>				
January-March				
<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 III.  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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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.

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III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-5. What are your firm's typical sales terms for sodium nitrite imported from China and/or Germany (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

III-6. Approximately what share of your firm's sales of its sodium nitrite imported from China and/or Germany in 2007 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	_____

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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? \_\_\_\_\_

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of sodium nitrite?

<u>Source</u>	<u>Share of sales, 2007</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

- III-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 occurs within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-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 III.--PRICING AND RELATED INFORMATION--Continued**

III-12. Describe the end uses of the sodium nitrite that you import from China and/or Germany. For each end-use product, what percentage of the total cost is accounted for by sodium nitrite?

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

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

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

	<u>Liquid</u>		<u>Dry</u>
(i)	_____	(i)	_____
(ii)	_____	(ii)	_____
(iii)	_____	(iii)	_____

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

Liquid: \_\_\_\_\_

\_\_\_\_\_

Dry: \_\_\_\_\_

\_\_\_\_\_

(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?

Liquid: \_\_\_\_\_

\_\_\_\_\_

Dry: \_\_\_\_\_

\_\_\_\_\_

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

III-14. (a) How has the demand within the United States (and outside the United States if known- please specify) for sodium nitrite changed since January 1, 2005? What principal factors affect changes in demand for sodium nitrite?

Increase                       No Change                       Decrease

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(b) How has the demand within the United States (and outside the United States if known- please specify) for **dry** sodium nitrite changed since January 1, 2005? What principal factors affect changes in demand for **dry** sodium nitrite?

Increase                       No Change                       Decrease

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(b) How has the demand within the United States (and outside the United States if known- please specify) for **liquid** sodium nitrite changed since January 1, 2005? What principal factors affect changes in demand for **liquid** sodium nitrite?

Increase                       No Change                       Decrease

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III-15. Have there been any significant changes in the product range or marketing of sodium nitrite since January 1, 2005?

No                       Yes-- Please describe.

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

III-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 2007 accounted for by internet sales.

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III-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 "O" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

Country-pair	China	Germany	India	Poland	Other
United States					
China					
Germany					

<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:

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

III-18. Are differences other than price (*i.e.*, quality, availability, transportation network, form, grade, 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>

<b>Country-pair</b>	China	Germany	India	Poland	Other
United States					
China					
Germany					

<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:

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

III-19. Please identify below the names and addresses of your firm's 10 largest customers for sodium nitrite during January 2005-March 2008. 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 from China and/or Germany that each of these customers accounted for in 2007.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2007 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					