

**U.S. PURCHASERS' 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)). Further information on this questionnaire can be obtained from Catherine DeFilippo, (202-205-3253).

<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 purchased sodium nitrite (as defined in the instruction booklet) from <u>any</u> source 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 submitting 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 25 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 I.--GENERAL 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?

No       Yes--List the following information

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

**PART II.--PURCHASES**

II-1. Who should be contacted regarding the requested purchase information?

Company contact:

_____	
Name and title	
_____	_____
( )	_____
_____	_____
Phone number	E-mail address

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of sodium nitrite. Report based on delivery date, not order date.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>				
Item	2005	2006	2007	Jan.-Mar. 2008
<b>Purchases of product produced in the United States:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in China:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in Germany:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in all other countries:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				

II-3a. U.S. PURCHASES OF SODIUM NITRITE BY FORM.- Report the shares of your firm's U.S. purchases of sodium nitrite (by quantity) from the U.S., China, Germany, and all other sources, in 2007 accounted for by the following forms. Totals reported below should sum to 100 percent.

Item	Calendar year 2007			
	Share of quantity ( <i>in percent</i> )			
	U.S.	China	Germany	All other sources
<b>U.S. purchases by FORM--</b>				
Granular:				
99 percent pure				
Less than 99 percent pure				
Flake				
Liquid				
Prill				
Other (describe):				
Total	100	100	100	100

**PART II.--PURCHASES--Continued**

II-3b. U.S. PURCHASES OF SODIUM NITRITE BY GRADE.- Report the shares of your firm's U.S. purchases of sodium nitrite (by quantity) from the U.S., China, Germany, and all other sources, in 2007 accounted for by the following grades. Totals reported below should sum to 100 percent.

Item	Calendar year 2007			
	Share of quantity (in percent)			
	U.S.	China	Germany	All other sources
<b>U.S. purchases by GRADE--</b>				
Food grade				
Technical Grade				
Other (describe):				
Other (describe):				
Total	100	100	100	100

II-4. Are dry sodium nitrite and liquid sodium nitrite interchangeable (i.e., can they physically be used in the same applications)?

- Always
  Frequently
  Sometimes
  Never

If you answered "sometimes" or "never", please explain the factors that limit or preclude interchangeable use.

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II-5. Please check all that apply:

- We use sodium nitrite in a chemical reaction.  
 We blend or compound sodium nitrite with other materials to produce a dry blend product.  
 Other (describe): \_\_\_\_\_  
 We can use either dry or liquid form sodium nitrite in our process and have used both forms in our application.  
 We have used only  dry or  liquid form sodium nitrite in our process.  
 Our process could be modified to use  dry or  liquid form sodium nitrite.  
 Our process cannot be modified to use  dry or  liquid form sodium nitrite.

If your production process can be modified to use either dry or liquid form sodium nitrite, please describe any modifications to your plant or your production process that may be necessary to switch from one form to the other. Please also note the cost and time involved in making such a switch.

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**PART II.--PURCHASES--Continued**

II-6. If the relative shares of your firm's total purchases of sodium nitrite from different sources (both domestic and foreign) have changed since 2005, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason <sup>1</sup>
<sup>1</sup> Please specify the form or grade of sodium nitrite: _____		

II-7. If your firm has purchased sodium nitrite from only one country, please explain the reasons for doing so.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

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

( ) \_\_\_\_\_  
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of sodium nitrite (check all that apply, noting the specific end uses if known)?

- DISTRIBUTOR ( \_\_\_\_\_ )
- END USER ( \_\_\_\_\_ )
- OTHER ( \_\_\_\_\_ )

III-3. (a) If your firm is a distributor or reseller of sodium nitrite, what are the major types of consumers to which you sell sodium nitrite?

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase sodium nitrite?

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

III-4. If your firm is an end user of sodium nitrite, list in order of quantity of sodium nitrite consumed, the top 3 products for which your firm purchases sodium nitrite as a component part or input. Please indicate what percentage of the total cost is accounted for by sodium nitrite.

<b>Product you produce</b>	<b>Percent of cost accounted for by sodium nitrite</b>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-5. (a) If your firm is an end user of sodium nitrite, has the demand for your firm's final products incorporating sodium nitrite changed since January 1, 2005?

- Increased       No change       Decreased       Fluctuated

(b) Has this had any effect on your firm's demand for sodium nitrite?

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(c) If your firm is an end user of sodium nitrite, has the demand for your firm's final products incorporating **liquid** sodium nitrite changed since January 1, 2005?

- Increased       No change       Decreased       Fluctuated

(d) Has this had any effect on your firm's demand for **liquid** sodium nitrite?

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(e) If your firm is an end user of sodium nitrite, has the demand for your firm's final products incorporating **dry** sodium nitrite changed since January 1, 2005?

- Increased       No change       Decreased       Fluctuated

(f) Has this had any effect on your firm's demand for **dry** sodium nitrite?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-6. (a) Please list in order of importance any products that may be substituted for sodium nitrite.

Liquid

Dry

(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.

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(c) Have changes in the prices of these substitute 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?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-7. Are you aware whether the sodium nitrite you are purchasing is U.S.-produced or imported?

- Always                       Usually                       Sometimes                       Never

III-8. Do you know the manufacturer of the sodium nitrite that you purchase?

- Always                       Usually                       Sometimes                       Never

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always                       Usually                       Sometimes                       Never

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2005?

- No                       Yes-- Please describe.

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III-11. How many suppliers do you generally contact before making a purchase?

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III-12. Have you changed suppliers since January 1, 2005?

- No                       Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No             Yes--Please identify the firms.

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III-14. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the sodium nitrite they sell to your firm?

- No             Yes--\_\_\_\_\_ percent of purchases in 2007             Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

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III-15. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-16. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their sodium nitrite with your firm or have any producers lost their approved status?

- No             Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for sodium nitrite.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Form (dry vs. liquid).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards ....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grade.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product certification.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-17. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase sodium nitrite for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

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

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

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

Other factors or comments: \_\_\_\_\_

III-18. What characteristics does your firm consider when determining the quality of sodium nitrite?

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

III-19. How often does your firm purchase the sodium nitrite that is offered at the lowest price?

Always       Usually       Sometimes       Never

III-20. Please list the names of any firms you considered price leaders in the sodium nitrite market since 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. Please describe how the above firm(s) exhibited price leadership.

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III-22. Does your firm purchase sodium nitrite over the internet?

No       Yes-- Please describe, noting the estimated percentage of your firm's total purchases of sodium nitrite in 2007 accounted for by internet purchases.

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III-23. 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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III-24. Is there any relationship between the price of dry sodium nitrite and the price of liquid sodium nitrite?

No       Yes-- Please describe the relationship.

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III-25. If your firm purchases both liquid and dry sodium nitrite, are there any differences in the end-uses for these products?

No       Yes-- Please describe the differences.

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**PART IV.--PRODUCT COMPARISONS--Continued**

IV-4. Do you or your customers ever specifically order sodium nitrite from one country in particular over other possible sources of supply?

- No             Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why sodium nitrite from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-5. Are certain grades/forms/types of sodium nitrite available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No             Yes--Please identify the source and the grade/type/size.

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IV-6. If you purchased sodium nitrite from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--PRODUCT COMPARISONS--Continued**

IV-7a. For the factors listed below, please rate how sodium nitrite produced in each country you identified in your response to the first question in Part IV compares with sodium nitrite produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from <u>United States</u> compared to product from <u>China</u>			Product from <u>United States</u> compared to product from <u>Germany</u>			Product from <u>China</u> compared to product from <u>Germany</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.--PRODUCT COMPARISONS--Continued**

IV-7b. For the factors listed below, please rate how sodium nitrite produced in each country you identified in your response to the first question in Part IV compares with sodium nitrite produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please type an "X" for each quality in each product comparison indicating whether the product from the first source is superior, comparable, or inferior compared with the product from the second source.

Quality	Product from			Product from			Product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.--PRODUCT COMPARISONS--Continued**

IV-8. (a) How often does domestically produced sodium nitrite meet minimum quality specifications for your uses or your customers' uses?

- Always                       Usually                       Sometimes                       Never

(b) How often does imported subject sodium nitrite meet minimum quality specifications for your uses or your customers' uses?

From **China**:

- Always                       Usually                       Sometimes                       Never

From **Germany**:

- Always                       Usually                       Sometimes                       Never

(c) How often does imported nonsubject sodium nitrite meet minimum quality specifications for your uses or your customers' uses?

From: India

- Always                       Usually                       Sometimes                       Never

From: Poland

- Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

- Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

- Always                       Usually                       Sometimes                       Never

**PART V.—SUPPLIER IDENTIFICATION**

V-1. Please provide the names and addresses of your firm's five largest suppliers of sodium nitrite purchased since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of sodium nitrite that each of these suppliers accounted for in 2007.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2007 purchases (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					