

**U.S. PRODUCERS' QUESTIONNAIRE**

**CERTAIN STILBENIC OPTICAL BRIGHTENING AGENTS (CSOBAs)  
FROM CHINA AND TAIWAN**

**This questionnaire must be received by the Commission by no later than April 15, 2011**

*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 antidumping investigation(s) concerning CSOBAs from China and Taiwan (Inv. No. 731-TA-1186-1187 (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)).**

Name of firm _____	
Address _____	
City _____	State _____ Zip Code _____
World Wide Web address _____	
Has your firm produced CSOBAS (as defined in the instruction booklet) at any time since January 1, 2008?	
<input type="checkbox"/> NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES	(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 this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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> 4811	_____ <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. **OMB statistics**.--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. **OMB feedback**.--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. **Establishments covered**.--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.

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I-3. **Petition support**.--Do you support or oppose the petition?

Support     Oppose     Take no position

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**PART I.--GENERAL INFORMATION--Continued**

I-4. **Ownership.**--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. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing **CSOBAs** from **CHINA and/or Taiwan** into the United States or that are engaged in exporting **CSOBAs** from the **CHINA and/or Taiwan** to the United States?

No             Yes--List the following information

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of **CSOBAs**?

No             Yes--List the following information

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

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

Further information on this part of the questionnaire can be obtained from **Cynthia Trainor (202-205-3354, [cynthia.trainor@usitc.gov](mailto:cynthia.trainor@usitc.gov))**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: (\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of **CSOBAs** since January 1, 2008.

*(check as many as appropriate)*                      *(please describe)*

plant openings ..... \_\_\_\_\_  
\_\_\_\_\_

plant closings..... \_\_\_\_\_  
\_\_\_\_\_

relocations ..... \_\_\_\_\_  
\_\_\_\_\_

expansions ..... \_\_\_\_\_  
\_\_\_\_\_

acquisitions..... \_\_\_\_\_  
\_\_\_\_\_

consolidations..... \_\_\_\_\_  
\_\_\_\_\_

prolonged shutdowns or  
production curtailments ..... \_\_\_\_\_  
\_\_\_\_\_

revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_

other (*e.g.*, technology) ..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2008 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of CSOBAs and/or using the same production and related workers employed to produce CSOBAs?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and CSOBAs in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<b>Quantity in 1,000 dry pounds (100 percent active ingredient basis)</b>			
Item	Calendar years		
	2008	2009	2010
<b>Overall Production Capacity</b>			
<b>Production of:</b>			
Subject CSOBAs			
Fluorescent Brightener 71			
All other optical brighteners			
All other products			
<b>Quantity in 1,000 pounds (in solution)</b>			
Item	Calendar years		
	2008	2009	2010
<b>Overall Production Capacity</b>			
<b>Production of:</b>			
Subject CSOBAs			
Fluorescent Brightener 71			
All other optical brighteners			
All other products			

II-4. **Production constraints and product shifting.**--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. **Tolling.**--Since January 1, 2008, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CSOBAs?

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

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

II-6. **Foreign trade zone**--Does your firm produce CSOBAs in a foreign trade zone (FTZ)?

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

II-7. **Importer**--Since January 1, 2008, has your firm imported CSOBAs?

No             Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-8a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of CSOBAs in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>Quantity in 1,000 dry pounds (100 percent active ingredient basis) and Value in \$1,000</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>Average production capacity<sup>1</sup> (quantity)</b>			
<b>Beginning-of-period inventories (quantity)</b>			
<b>Production (quantity)</b>			
<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> (quantity)</b>			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<b>Form of product shipments:</b>			
U.S. shipments in solution form (quantity)			
U.S. shipments in powder form (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 each of the periods noted above:			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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: _____			
Please advise the weighted average percentage of active ingredient contained:			
2008:	;	2009:	2010:



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

II-9a. **Trade data**--Report your firm's commercial shipments by category of **CSOBAs** from your U.S. production in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>Quantity in 1,000 dry pounds (100 percent active ingredient basis) and value in \$1,000</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>U.S. commercial shipments of CSOBAs:<sup>1</sup></b>			
<b>Di-category:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Tetra-category:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Hexa-category:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>All other categories of CSOBAs:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>U.S. commercial shipments of Fluorescent Brightener 71:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<sup>1</sup> Reconciliation of data.--Please note that the total of the quantities and values reported by category should equal the total quantity and value of commercial shipments reported in question II-8a. The total of the quantity and values reported for CSOBAs plus fluorescent brightener 71 should equal the total quantity and value of commercial shipments reported in question II-10a. Do the data reported reconcile?  <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			
Identify your principal export markets by category of CSOBA: Di: _____ ; Tetra: _____ . Hexa: _____			
Does your firm ship different forms (solution or powder) of CSOBAs by category (Di- versus Tetra- versus Hexa-category)?  <input type="checkbox"/> No <input type="checkbox"/> Yes --Please explain: _____			

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

II-9b. **Trade data.**--Report your firm's commercial shipments by category of **CSOBAs** from your U.S. production in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>Quantity in 1,000 pounds (in solution) and value in \$1,000</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>U.S. commercial shipments of CSOBAs:<sup>1</sup></b>			
<b>Di-category:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Tetra-category:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Hexa-category:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>All other categories of CSOBAs:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>U.S. commercial shipments of Fluorescent Brightener 71:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<p><sup>1</sup> Reconciliation of data.--Please note that the total of the quantities and values reported by category should equal the total quantity and value of commercial shipments reported in question II-8b. The total of the quantity and values reported for CSOBAs plus fluorescent brightener 71 should equal the total quantity and value of commercial shipments reported in question II-10b. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>Identify your principal export markets by category of CSOBA: Di: _____ ; Tetra: _____ . Hexa: _____</p> <p>Does your firm ship different forms (solution or powder) of CSOBAs by category (Di- versus Tetra- versus Hexa-category)?</p> <p><input type="checkbox"/> No <input type="checkbox"/> Yes --Please explain: _____</p>			

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

II-10a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSOBAs plus Fluorescent Brightener 71** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>Quantity in 1,000 dry pounds (100 percent active ingredient basis) and value in \$1,000</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>Average production capacity<sup>1</sup> (quantity)</b>			
<b>Beginning-of-period inventories (quantity)</b>			
<b>Production (quantity)</b>			
<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> (quantity)</b>			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<b>Form of product shipments:</b>			
U.S. shipments in solution form (quantity)			
U.S. shipments in powder form (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 each of the periods noted above:			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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-10b. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **CSOBAs plus Fluorescent Brightener 71** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>Quantity in 1,000 pounds (in solution) and value in \$1,000</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>Average production capacity</b> <sup>1</sup> (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:</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)			
<b>Form of product shipments:</b>			
U.S. shipments in solution form (quantity)			
U.S. shipments in powder form (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 each of the periods noted above:			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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: _____			
Please- advise the weighted average percentage of active ingredient contained: 2008: _____ ; 2009: _____ 2010: _____			

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

II-11. **Related firms.**--If you reported transfers to related firms in question II-8, 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.

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II-12a. **Purchases.**--Other than direct imports, has your firm otherwise purchased CSOBAs since January 1, 2008? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<b>Quantity in 1,000 dry pounds (100 percent active ingredient basis) and value in \$1,000</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2008</b>	<b>2009</b>	<b>2010</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CSOBAS FROM--</b>			
<b>CHINA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>TAIWAN</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 II.--TRADE AND RELATED INFORMATION--Continued**

II-12b. **Purchases**.--Other than direct imports, has your firm otherwise purchased CSOBAs since January 1, 2008? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

Quantity in 1,000 pounds (in solution) and value in \$1,000			
Item	Calendar years		
	2008	2009	2010
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF CSOBAS FROM--</b>			
<b>CHINA:</b>			
Quantity			
Value			
<b>TAIWAN</b>			
Quantity			
Value			
<b>All other countries:</b>			
Quantity			
Value			
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>			
Quantity			
Value			
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>			
Quantity			
Value			
<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 (202-205-3432, charles.yost@usitc.gov)**.

III-1. Please identify the individual to be contacted regarding the confidential information requested in part III?

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_

Fax: ( ) \_\_\_\_\_

III-2. **General guidance:**--Financial data are requested on a product-line basis that is CSOBAs according to the definition of the product in the instruction booklet. Inputs your firm receives from affiliates to produce CSOBAs should be stated at cost (i.e., intra-firm profits eliminated—see question III-7) while transfers of CSOBAs to related affiliates should be stated at fair market value. Please report all sales on an f.o.b. basis. Total sales in this section should equal total shipments plus exports in Part II Trade information of this questionnaire

III-3. **Accounting system.**--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 CSOBAs, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*



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

III-7a. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of **CSOBAs** from any related firm?

- Yes—Continue to question III-7b below.       No--Continue to question III-8 below.

III-7b. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of **CSOBAs** that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-7c. **Inputs from related firms at cost.**--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-10 (i.e., costs reported in question III-10, 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 (202-205-3432, charles.yost@usitc.gov)**.

III-8. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-9a and III-9b, 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*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's **CSOBAs** operations.

Item	Fiscal years ended--		
	_____	_____	_____
<b>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-9.)			
1. Description:           ; classification:			
2. Description:           ; classification:			
3. Description:           ; classification:			
4. Description:           ; classification:			
5. Description:           ; classification:			
6. Description:           ; classification:			
7. Description:           ; classification:			

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

III-9a. Operations on CSOBAS.--Report the revenue and related cost information requested below on the total CSOBAs operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please **contact Charles Yost at (202) 205-3432** before completing this section of the questionnaire.

<b>Quantity (in 1,000 dry pounds, 100 percent active ingredient basis) and value (in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (COGS):</b> <sup>4</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> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-8a) of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.			

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

III-9b. Operations on CSOBAS.--Report the revenue and related cost information requested below on the total **CSOBAs** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please **contact Charles Yost at (202) 205-3432** before completing this section of the questionnaire.

Quantity (in 1,000 pounds, in solution) and value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (COGS):</b> <sup>4</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> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-8b) of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.			

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

III-10a. Operations on CSOBAS and Fluorescent Brightener 71 combined.--Report the revenue and related cost information requested below on the total **CSOBAs plus Fluorescent Brightener 71** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please **contact Charles Yost at (202) 205-3432** before completing this section of the questionnaire.

<b>Quantity (in 1,000 dry pounds, 100 percent active ingredient basis) and value (in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (COGS):</b> <sup>4</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> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-10a) of this questionnaire. <sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.			

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

III-10b. Operations on CSOBAS and Fluorescent Brightener 71 combined.--Report the revenue and related cost information requested below on the total **CSOBAs plus Fluorescent Brightener 71** operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please **contact Charles Yost at (202) 205-3432** before completing this section of the questionnaire.

<b>Quantity (in 1,000 pounds, in solution) and value (in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years ended--</b>		
	_____	_____	_____
<b>Net sales quantities:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
<b>Net sales values:</b> <sup>3</sup>			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
<b>Cost of goods sold (COGS):</b> <sup>4</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>			
<p><sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.</p> <p><sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.</p> <p><sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II (question II-8a) of this questionnaire.</p> <p><sup>4</sup> COGS should include costs associated with internal consumption and transfers to related firms.</p>			

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

III-11a. **Operations on CSOBAs only.**—For the costs reported in question III-9 of your U.S. establishment(s), please provide breakouts of your raw material costs and energy and utility costs; also estimate the ratio of fixed and variable costs to total costs in COGS and SG&A. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Raw material costs:			
DAS			
Aniline derivatives			
All other raw materials			
Energy and utility costs <sup>1</sup>			
COGS:			
Variable costs (percent)			
Fixed costs (percent)			
SG&A expenses:			
Variable costs (percent)			
Fixed costs (percent)			
<sup>1</sup> Please identify where energy and utility costs are classified in question III-11_____.			

III-11b. **Operations on CSOBAs and Fluorescent Brightener 71 combined.**—For the costs reported in question III-10 of your U.S. establishment(s), please provide breakouts of your raw material costs and energy and utility costs; also estimate the ratio of fixed and variable costs to total costs in COGS and SG&A. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Raw material costs:			
DAS			
Aniline derivatives			
All other raw materials			
Energy and utility costs <sup>1</sup>			
COGS:			
Variable costs (percent)			
Fixed costs (percent)			
SG&A expenses:			
Variable costs (percent)			
Fixed costs (percent)			
<sup>1</sup> Please identify where energy and utility costs are classified in question III-11_____.			

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

III-12a. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of **CSOBAs only**. 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.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of CSOBAs:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Finished goods inventories			
D. Other (describe: _____)			
E. Total current assets (lines 1.A. through 1.D.)			
<b>2. Property, plant, and equipment</b>			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
<b>3. Other (describe: _____)</b>			
<b>4. Total assets (lines 1.E., 2.C., and 3)</b>			

III-12b. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of **CSOBAs and Fluorescent Brightener 71 combined**. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of CSOBAs:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Finished goods inventories			
D. Other (describe: _____)			
E. Total current assets (lines 1.A. through 1.D.)			
<b>2. Property, plant, and equipment</b>			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
<b>3. Other (describe: _____)</b>			
<b>4. Total assets (lines 1.E., 2.C., and 3)</b>			

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

III-13a. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **CSOBAs**. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Fiscal years ended--		
	_____	_____	_____
<b>Capital expenditures</b>			
<b>Research and development expenses</b>			

III-13b. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on **CSOBAS and Fluorescent Brightener 71 combined** . Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Fiscal years ended--		
	_____	_____	_____
<b>Capital expenditures</b>			
<b>Research and development expenses</b>			

III-14. **Effects of inputs.**--Since January 1, 2008, 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 **CSOBAs from China and/or Taiwan?**

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

- | China                    | Taiwan                   |  |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | Cancellation, postponement, or rejection of expansion projects |
| <input type="checkbox"/> | <input type="checkbox"/> | Denial or rejection of investment proposal                     |
| <input type="checkbox"/> | <input type="checkbox"/> | Reduction in the size of capital investments                   |
| <input type="checkbox"/> | <input type="checkbox"/> | Rejection of bank loans  |
| <input type="checkbox"/> | <input type="checkbox"/> | Lowering of credit rating                                      |
| <input type="checkbox"/> | <input type="checkbox"/> | Problem related to the issue of stocks or bonds                |
| <input type="checkbox"/> | <input type="checkbox"/> | Other (specify; also specify whether CHINA or TAIWAN) _____    |

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

III-15a. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of CSOBAS from CHINA?

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III-15b. **Anticipated effects of imports.**--Does your firm anticipate any negative impact of imports of CSOBAS from TAIWAN?

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

Further information on this part of the questionnaire can be obtained from **Gerry Benedick (202-205-3244, [gerald.benedick@usitc.gov](mailto:gerald.benedick@usitc.gov))**

IV-1. Please identify the individual to be contacted regarding the confidential information requested in part IV.

Name and title: \_\_\_\_\_

Please indicate the manner by which Commission staff may contact the individual responsible for parts IV with questions regarding the submitted confidential information.

E-mail: \_\_\_\_\_ Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

IV-2. This section requests quarterly selling quantity and value data during January 2008-December 2010 for your firm's U.S. commercial shipments of the following products that it produced domestically and shipped **in solution** to U.S. **paper-producing companies unrelated** to your firm by ownership.

*Product 1.*–4,4'-bis[4-[bis (2-hydroxyethyl) amino]-6-(4-sulfoanilino)-1,3,5-triazin-2-yl]amino-2,2'-stilbenedisulfonic acid, C<sub>40</sub>H<sub>44</sub>N<sub>12</sub>O<sub>16</sub>S<sub>4</sub> ("Fluorescent Brightener 220")<sup>1</sup> --

For example:

Clariant's Leucophor T-100 Liquid, T-105 Liquid, or T-4 Liquid;

BASF's Tinopal ABP-A Liquid;

TFM's Taflunol UMS T/P Powder or UMS 640L Liquid; and

Hongda's 4PL-C, BBU-D, or Elcowhite TS.

Report Fluorescent Brightener 220 **in solution**, in **bulk** packaging (e.g., *tank trucks, road tankers, and/or rail cars*);

*Product 2.*–Fluorescent Brightener 220 **in solution**, in **non-bulk** packaging (e.g., *drums, totes, and/or intermediate bulk containers*).

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<sup>1</sup> Representative forms of this compound include the free acid form (CAS No. 3066-05-5), identified in the product descriptions, as well as the tetrasodium salt form (CAS No. 16470-24-9).

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

IV-2—Continued

Please note that the total quarterly sales values, on a shipment basis, should be reported two ways:

- (1) **Delivered** to U.S. customers (paper companies)--

**Please report transactions on a delivered sales basis.** The total quarterly quantities should correspond to sales values shown on a delivered shipment basis. Total dollar figures should reflect the FINAL NET amount paid to your firm (i.e., should be net of all deductions for discounts, allowances, rebates, and the value of returned goods).

And, to the extent possible,

- (2) **Estimated f.o.b. U.S. plant(s), excluding all U.S.-inland freight**, to U.S. customers (paper companies)--

Deduct from the delivered price (a) an estimate of U.S.-inland freight and shipping charges from your U.S. shipping point(s) to the U.S. customers and (b) an estimate of any U.S.-inland freight from your firm's U.S. plant(s) to its non-plant U.S. shipping points, and report the resulting estimated f.o.b. U.S. plant sales value. **Please report transactions only where your firm can report values on an (estimated) f.o.b. U.S. plant(s) sales basis.**

The total quarterly quantities should correspond to sales values shown on estimated f.o.b. U.S. plant(s) basis. Total dollar figures should reflect the FINAL NET return to your firm (i.e., should be net of all deduction for discounts, allowances, rebates, absorbed freight, and the value of returned goods).

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

IV-2a. **Pricing data(delivered value).**—Please report below the quarterly price data for the specified pricing products<sup>1</sup> produced and sold by your firm **as delivered in solution** to U.S. **paper-producing companies** *unrelated* by ownership to your firm.

Period of shipment	(Quantity in pounds, value in dollars)			
	Product 1		Product 2	
	Quantity	Delivered Value <sup>2</sup>	Quantity	Delivered Value <sup>2</sup>
<b>2008:</b>				
Jan-Mar				
Apr-June				
July-Sept				
Oct.-Dec				
<b>2009:</b>				
Jan-Mar				
Apr-June				
July-Sept				
Oct.-Dec				
<b>2010:</b>				
Jan-Mar				
Apr-June				
July-Sept				
Oct.-Dec				

<sup>1</sup> Pricing product definitions are provided on the first page of Part IV.  
<sup>2</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, and the value of returned goods), **delivered** to your U.S. customers.

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

IV-2b. **Pricing data (U.S. f.o.b. value).**—Please report below the quarterly price data for the specified pricing products<sup>1</sup> produced and sold by your firm **f.o.b. in solution** to U.S. **paper-producing companies** *unrelated* by ownership to your firm.

Period of shipment	(Quantity in pounds, value in dollars)			
	Product 1		Product 2	
	Quantity	U.S. f.o.b. value <sup>2</sup>	Quantity	U.S. f.o.b. value <sup>2</sup>
<b>2008:</b>				
Jan-Mar				
Apr-June				
July-Sept				
Oct.-Dec				
<b>2009:</b>				
Jan-Mar				
Apr-June				
July-Sept				
Oct.-Dec				
<b>2010:</b>				
Jan-Mar				
Apr-June				
July-Sept				
Oct.-Dec				

<sup>1</sup> Pricing product definitions are provided on the first page of Part IV.  
<sup>2</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, absorbed freight, and the value of returned goods), **f.o.b.** your U.S. plant(s), estimated to exclude U.S.-inland freight.

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

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of its U.S.-produced CSOBAs (check all that apply)?

- Transaction by transaction       Contracts       Set price lists
- Reverse internet auction sales
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-4. **Discount policy.**-- Please indicate and describe your firm's discount policies for sales of its U.S.-produced CSOBAs (check all that apply).

- Quantity discounts       Annual total volume discounts       No discounts
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-5. **Pricing terms for CSOBAs.**--

- (a) What are your firm's typical sales terms for its U.S.-produced CSOBAs (e.g., 2/10 net 30 days)? \_\_\_\_\_.
- (b) On what basis are your prices of its domestic CSOBAs usually quoted? (check one)
  - F.o.b.--Please specify point: \_\_\_\_\_
  - Delivered

IV-6. **Contract versus spot.**--Approximately what share of your firm's U.S. commercial shipment value (f.o.b.) of its U.S.-produced CSOBAs in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of U.S. commercial shipment values in 2010 (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

IV-7. **Long-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

IV-8. **Short-term contract provisions.**--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?     Yes     No
- (c) Does the contract fix quantity, price, or both?     Quantity     Price     Both
- (d) Does the contract have a meet-or-release provision?     Yes     No

IV-9. **Lead times.**--What is your share of your firm's U.S. commercial shipment values (f.o.b) in 2010 from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's shipments of its U.S.-produced CSOBAs?

<u>Source</u>	<u>Share of U.S. commercial shipment values in 2010</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

IV-10. **Shipping information.**--

- (a) What is the approximate average percentage of the total U.S. delivered price of your firm's U.S.-produced CSOBAs 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 U.S. sales are delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of its U.S.-produced CSOBAs? (check all that apply)

Geographic area	√ if applicable
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
<b>Central Southwest.</b> --AR, LA, OK, and TX.	<input type="checkbox"/>
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
<b>Pacific Coast.</b> --CA, OR, and WA.	<input type="checkbox"/>
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

IV-12. **End uses.**--Describe the top three end uses of the CSOBAs that you manufacture. For each end-use product, what percentage of the total cost is accounted for by CSOBAS and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	CSOBAs (percent)	Other inputs (percent)	
1.			100%
2.			100%
3.			100%

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

IV-13. **Substitutes.**—

(a) Can other products be substituted for CSOBAs?

No             Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for CSOBAs in the U.S. market. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price and/or quantity for CSOBAs.

Substitute	End use(s) in which this substitute is used	Have changes in the prices of this substitute affected the price and/or quantity for CSOBAs?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

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

IV-14. **Demand trends.**--

- (a) How has the demand within the United States for CSOBAs changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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- (b) How has the demand outside the United States (if known) for CSOBAs changed since January 1, 2008? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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- IV-15. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of CSOBAs since January 2008?

No       Yes--Please describe and quantify if possible.

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

**IV-16. Business cycles.--**

(a) Is the U.S. CSOBA market subject to business cycles or conditions of competition (including seasonal business) distinctive to CSOBAs?

No (skip to question IV-17.)       Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for CSOBAs since January 1, 2008?

No       Yes-- Please describe.

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**IV-17. Supply constraints.--**Has your firm refused, declined, or been unable to supply its U.S.-produced CSOBAs since January 1, 2008 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No       Yes-- Please fill in the table.

Type of supply constraint	When this occurred	Which purchasers were affected by the constraint	Why did the supply constraint occur
1.			
2.			
3.			

**IV-18. Raw materials.--**Please describe any trends in the prices of raw materials used by your firm to produce CSOBAs in the United States and whether your firm expects these trends to continue.

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

IV-21. **Customer Identification**--Please identify below the names and addresses of your firm's 10 largest customers for its U.S.-produced CSOBAs during 2008-2010 (next to the company name identify in parenthesis whether an end user (EU) or distributor (D)). Please also provide the name and telephone number of a contact person and the share of the value (f.o.b.) of your firm's total U.S. commercial shipments of its U.S.-produced CSOBAs that each of these customers accounted for in 2010.

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 2010 shipments (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



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

IV-23. **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, 2008: Did your firm lose sales of CSOBAs to imports of these products from China and/or Taiwan?

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 in liquid form)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)