

## U.S. PRODUCERS' QUESTIONNAIRE

### CERTAIN POTASSIUM PHOSPHATE SALTS FROM CHINA

**This questionnaire must be received by the Commission by no later than April 16, 2009**

*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 investigations concerning certain potassium phosphate salts from China (Inv. Nos. 701-TA-473 and 731-TA-1173 (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)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced certain potassium phosphate salts (as defined in the instruction booklet) at any time since January 1, 2006?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **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 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.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Phone: ( )

\_\_\_\_\_  
Signature

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

\_\_\_\_\_  
E-mail address

**PART I.—GENERAL INFORMATION**

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

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

☐ Support      ☐ Oppose      ☐ Take no position

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

I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

☐ No ☐ Yes--List the following information

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain potassium phosphate salts?

☐ 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 Angela Newell (202-708-5409, [angela.newell@usitc.gov](mailto:angela.newell@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

Company contact:

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

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

Phone number

\_\_\_\_\_  
E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of certain potassium phosphate salts since January 1, 2007?

☐ No

☐ Yes--Supply details as to the products involved (DKP, MKP, and/or TKPP), the time, nature, and significance of such changes.

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

With respect to material availability, please discuss the impact of changes in the availability and price of phosphoric acid and potassium hydroxide on your firm's ability to supply the U.S. market and, if applicable, non-U.S. markets. Please specify the impact for each chemical (DKP, MKP, and TKPP) and each period (2007; 2008; and 2009).

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

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

II-3. Does your firm produce other products on the same equipment and machinery, or with the same production and related workers, that produce certain potassium phosphate salts?

☐ No                      ☐ Yes--List the following information.

Basis for allocation of capacity data (*e.g.*, production volume): \_\_\_\_\_

Products produced on same equipment and share of total production in 2009 (in percent):

Product	Share (%)	Product	Share (%)	Product	Share (%)
DKP	_____	MKP	_____	TKPP	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
Total	100.0	Total	100.0	Total	100.0

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products (including but not limited to the specified phosphate salts).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-5. Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain potassium phosphate salts?

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

II-6. Does your firm produce certain potassium phosphate salts in a foreign trade zone (FTZ)?

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

II-7. Since January 1, 2007, has your firm imported certain potassium phosphate salts?

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

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

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

**DKP**

Quantity (in 1,000 lbs. dry weight) and value (in \$1,000)					
Item	Calendar years			January-June 2009	July-December 2009
	2007	2008	2009		
<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>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<p><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). _____</p> <p><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: _____</p> <p><sup>3</sup> Identify your principal export markets: _____</p> <p><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?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____</p>					

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

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

**MKP**

Quantity (in 1,000 lbs. dry weight) and value (in \$1,000)					
Item	Calendar years			January-June 2009	July-December 2009
	2007	2008	2009		
<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>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-8c. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **TKPP** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

**TKPP**

Quantity (in 1,000 lbs. dry weight) and value (in \$1,000)					
Item	Calendar years			January-June 2009	July-December 2009
	2007	2008	2009		
<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>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<p><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). _____</p> <p><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: _____</p> <p><sup>3</sup> Identify your principal export markets: _____</p> <p><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?</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____</p>					



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

II-9. If you reported transfers to related firms in question II-8 a,b, or c, 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-10. Phosphate salts in solution. Please report the quantity (1,000 lbs dry weight) and value (\$1,000) of your firm's 2009 U.S. shipments of phosphate salts in solution. Such shipments should be included in your responses to questions II-8 c for TKPP, but should not be included in your responses to questions II-8a and II-8b for DKP and MKP.

	China 2009		Other Sources 2009	
Product	Quantity	Value	Quantity	Value
<b>DKP<sup>1</sup></b>				
<b>MKP<sup>1</sup></b>				
<b>TKPP</b>				
<sup>1</sup> Not subject to these investigations				

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

II-11a. Other than direct imports, has your firm otherwise purchased **DKP** since January 1, 2007? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in 1,000 lbs. dry weight, value in \$1,000)					
Item	Calendar years			January- June 2009	July- December 2009
	2007	2008	2009		
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF DKP FROM--</b>					
<b>CHINA:</b>					
Quantity					
Value					
All other countries:					
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/> <hr/>					

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

II-11b. Other than direct imports, has your firm otherwise purchased **MKP** since January 1, 2007? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in 1,000 lbs. dry weight, value in \$1,000)					
Item	Calendar years			January- June 2009	July- December 2009
	2007	2008	2009		
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF MKP FROM--</b>					
<b>CHINA:</b>					
Quantity					
Value					
All other countries:					
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.					
<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.					

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

II-11c. Other than direct imports, has your firm otherwise purchased **TKPP** since January 1, 2007? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in 1,000 lbs. dry weight, value in \$1,000)					
Item	Calendar years			January- June 2009	July- December 2009
	2007	2008	2009		
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup></b>					
<b>OF TKPP FROM--</b>					
<b>CHINA:</b>					
Quantity					
Value					
All other countries:					
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.					
<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.					

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

II-12. **SHIPMENTS OF DKP, MKP, AND TKPP.**—Report your firm's shipments of phosphate salt by grade/purity for calendar year 2009.

Phosphate salt	Grade/Purity	Share of phosphate salt grade/purity ( <i>shares of quantity</i> )
DKP	Food grade	
	Technical grade	
	Other _____	
	Total	100.0
MKP	Food grade	
	Technical grade	
	Other _____	
	Total	100.0
TKPP	Food grade	
	Technical grade	
	Other _____	
	Total	100.0

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

II-13. **SHIPMENTS OF DKP, MKP, AND TKPP.**—Report your firm's shipments of phosphate salt by end use for calendar year 2009.

Phosphate salt	End Use	Share of phosphate salt end use ( <i>shares of quantity</i> )
<b>DKP</b>	Antifreeze	
	Baked goods	
	Buffering agent in compounding formulas	
	Dairy (coffee creamers, processed cheese, evaporate milk)	
	Meat processing	
	Metal treatment	
	Other _____	
	Total	100.0
<b>MKP</b>	Buffering agent in compounding formulas	
	Cement	
	Chemical processing	
	Dog food	
	Fertilizer	
	Food & beverage (yeast, food nutrient)	
	Fungicide	
	Refractories	
	Other _____	
	Total	100.0
<b>TKPP</b>	Boiler descaling, dyeing, non-food preservative	
	Buffering agent in compounding formulas	
	Detergents, industrial cleaners, surfactant (cleaning products)	
	Fertilizer	
	Food	
	Household and industrial type products	
	Metal finishing	
	Paints	
	Pulp and paper	
	Water treatment	
	Other _____	
	Total	100.0

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, Justin.Jee@usitc.gov).

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

Company contact:

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

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

Phone number & Fax number E-mail address

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:  
☐ Yes ☐ No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
☐ Audited, ☐ unaudited, ☐ annual reports, ☐ 10Ks, ☐ 10 Qs,  
☐ Monthly, ☐ quarterly, ☐ semi-annually, ☐ annually

4. Accounting basis: ☐ GAAP, ☐ cash, ☐ tax, or ☐ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain potassium phosphate salts, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

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

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

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

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

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

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

- III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of certain potassium phosphate salts from any related firm?

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

- III-7. In the space provided below, identify the inputs related to the production of certain potassium phosphate salts that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

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

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

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



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

- III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in questions III-11a-c (i.e., costs reported in questions III-11a-c, 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 Justin Jee (202-205-3186, Justin.jee@usitc.gov).

- III-10. Nonrecurring charges.--For each annual period for which financial results are reported in questions III-11a-c, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from questions III-11a-c 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 certain potassium phosphate salts operations.

Item	Fiscal years ended--		
	2007	2008	2009
<b>Non-recurring charges:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense line items where the associated charges are included in questions III-11a-c.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

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

III-11a. Operations on DKP.--Report the revenue and related cost information requested below on DKP 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, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quantity (in 1,000 lbs dry weight) and value (in \$1,000)					
Item	Fiscal years ended--			January-June 2009	July-December 2009
	2007	2008	2009		
<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 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-11b. Operations on MKP.--Report the revenue and related cost information requested below on MKP 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, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

<b>Quantity (in 1,000 lbs dry weight) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January- June 2009</b>	<b>July- December 2009</b>
	<b>2007</b>	<b>2008</b>	<b>2009</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 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-11c. Operations on TKPP.--Report the revenue and related cost information requested below on TKPP 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, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quantity (in 1,000 lbs dry weight) and value (in \$1,000)					
Item	Fiscal years ended--			January-June 2009	July-December 2009
	2007	2008	2009		
<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 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-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain potassium phosphate salts. 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. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Please **prepare this asset value table for each product** unless such allocation/estimate for each product is not possible (please explain why it is not possible if asset value can not be prepared for each product).

Item	Fiscal years ended--		
	2007	2008	2009
<b>Assets associated with the production, warehousing, and sale of product:</b>			
<b>1. Current assets:</b>			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current assets			
E. Total current assets (lines 1.A. through 1.D.)			
<b>2. Non-current assets:</b>			
Property, plant, and equipment (PPE):			
A. Original cost of PPE			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current assets			
E. Total non-current assets (lines 2.C +2.D.)			
<b>3. Total assets</b> (lines 1.E. and 2.E.)			

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

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

Value (in \$1,000)					
Item	Fiscal years ended--			January-June 2009	July-December 2009
	2007	2008	2009		
Capital expenditures					
Research and development expenditures					

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

Value (in \$1,000)					
Item	Fiscal years ended--			January-June 2009	July-December 2009
	2007	2008	2009		
Capital expenditures					
Research and development expenditures					

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

Value (in \$1,000)					
Item	Fiscal years ended--			January-June 2009	July-December 2009
	2007	2008	2009		
Capital expenditures					
Research and development expenditures					

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

III-14. Since January 1, 2007, 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 certain potassium phosphate salts from China?

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

	<u><b>DKP</b></u>	<u><b>MKP</b></u>	<u><b>TKPP</b></u>
Cancellation, postponement, or rejection of expansion projects	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Denial or rejection of investment proposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction in the size of capital investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rejection of bank loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowering of credit rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Problem related to the issue of stocks or bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Other (specify) <u><b>DKP</b></u>			
<input type="checkbox"/> Other (specify) <u><b>MKP</b></u>			
<input type="checkbox"/> Other (specify) <u><b>TKPP</b></u>			

III-15. Does your firm anticipate any negative impact of imports of certain potassium phosphate salts from China?

**DKP**

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**MKP**

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**TKPP**

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**PART IV.—PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, [aimee.larsen@usitc.gov](mailto:aimee.larsen@usitc.gov))

IV-1. **Contact information (Price).**--Who should be contacted regarding the requested pricing and related information?

Company contact:

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

(     )

\_\_\_\_\_  
Phone number

\_\_\_\_\_  
E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers Since 2007 of the following products produced by your firm.

**Product 1.**—Dipotassium phosphate (DKP), anhydrous, food grade, whether granular or powder and regardless of packaging size

**Product 2.**—Dipotassium phosphate (DKP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

**Product 3.**—Monopotassium phosphate (MKP), anhydrous, food grade, whether granular or powder and regardless of packaging size

**Product 4.**—Monopotassium phosphate (MKP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

**Product 5.**—Tetrapotassium pyrophosphate (TKPP), anhydrous, food grade, whether granular or powder and regardless of packaging size

**Product 6.**—Tetrapotassium pyrophosphate (TKPP), anhydrous, technical grade, whether granular or powder and regardless of packaging size

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See the instruction booklet.



**PART IV.—PRICING AND MARKET FACTORS--Continued**

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

(Quantity in lbs. dry weight, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						

<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

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

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

Product 3: \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued****III-2. Price data.--Continued**

(Quantity in lbs. dry weight, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2007:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2008:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2009:</b>						
January-March						
April-June						
July-September						
October-December						

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

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

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

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

Product 6: \_\_\_\_\_

**PART IV.—PRICING AND MARKET FACTORS--Continued**

**PLEASE NOTE:**

**For the remaining questions, please answer separately for DKP, MKP, and TKPP, unless the answer for all three certain potassium phosphate salts are the same. Additionally, if your answers vary between anhydrous and solution form for DKP, MKP, and TKPP, please also answer separately. Some questions have already been prepared for separate answers. Please answer with respect to all products with which you are familiar.**

IV-3. **Price setting**-- How does your firm determine the prices that it charges for sales of certain potassium phosphate salts (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

☐ Transaction by transaction

☐ Contracts

☐ Set price lists

☐ Other--Please describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-4. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

☐ Quantity discounts

☐ Annual total volume discounts

☐ No discount policy

☐ Other--Please describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-5. **Pricing terms for certain potassium phosphate salts**--

(a) What are your firm's typical sales terms for its imported certain potassium phosphate salts (e.g., 2/10 net 30 days)? \_\_\_\_\_.

(b) On what basis are your prices of imported certain potassium phosphate salts usually quoted? (check one)

☐ F.o.b.--Please specify point: \_\_\_\_\_

☐ Delivered

**PART IV.—PRICING AND MARKET FACTORS--Continued**

- IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported certain potassium phosphate salts in 2009 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 sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

- 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 the average lead time between a customer's order and the date of delivery for your firm's sales of certain potassium phosphate salts?

<u>Source</u>	<u>Share of sales,</u> <u>2009</u>	<u>Lead time</u>
From your firm's inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	

**PART IV.—PRICING AND MARKET FACTORS--Continued****IV-10. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of certain potassium phosphate salts that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
☐ Your firm ☐ or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility (☐) or storage facility (☐) (check one, then provide the percentages)? \_\_\_\_\_ percent.  
 Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent. Be sure to check one of the two options for measurement.

**IV-11. Geographical Area.--What is the geographic market area in the United States served by your firm's certain potassium phosphate salts? (check all that apply)**

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

**IV-12. End uses.--Describe the end uses of each of the certain potassium phosphate salts that you produce. For each end-use product, what percentage of the total cost is accounted for by certain potassium phosphate salts? Please note: these are shares of end-use product cost, not shares of your firm's sales, and therefore should NOT add to 100.****DKP:**

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

**MKP:**

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

**PART IV.—PRICING AND MARKET FACTORS--Continued**IV-12. **End uses**--Continued

<u>End use</u>	<b>TKPP:</b>	<u>Share of total cost of end product (percent)</u>
_____		_____
_____		_____
_____		_____

IV-13. **Changes in end uses**--Have there been any changes in the end uses of certain potassium phosphate salts since January 1, 2007?DKP: ☐ No ☐ Yes--Please describe.MKP: ☐ No ☐ Yes--Please describe.TKPP: ☐ No ☐ Yes--Please describe.

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IV-14. **Anticipated changes in end uses**--Do you anticipate any changes in terms of the end uses of certain potassium phosphate salts in the future?DKP: ☐ No ☐ YesMKP: ☐ No ☐ YesTKPP: ☐ No ☐ Yes

For each "Yes" answer above, please describe and identify the time period.

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**PART IV.—PRICING AND MARKET FACTORS--Continued**

IV-15 How has the demand for fertilizer changed since January 1, 2007?

☐ Increased      ☐ No Change      ☐ Decreased      ☐ Fluctuated

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IV-16 **Substitutes.**—

(a) Can other products be substituted for certain potassium phosphate salts?

DKP:      ☐ No      ☐ Yes

MKP:      ☐ No      ☐ Yes

TKPP:      ☐ No      ☐ Yes

For each “Yes” response above, please list these substitute products in order of importance and give examples of applications and end uses for which they are substitutes.

DKP: \_\_\_\_\_  
\_\_\_\_\_

MKP: \_\_\_\_\_  
\_\_\_\_\_

TKPP: \_\_\_\_\_  
\_\_\_\_\_

**PART IV.—PRICING AND MARKET FACTORS--Continued**

IV-16 **Substitutes.** --- (cont.)

- (b) Have changes in the prices of these substitute products affected the price for certain potassium phosphate salts?

DKP: ☐ No ☐ Yes

MKP: ☐ No ☐ Yes

TKPP: ☐ No ☐ Yes

For each "Yes" response above, please describe to what degree the changes in the prices of substitutes affect the price for each of the certain potassium phosphate salts? Does this effect have a time lag? If so, how long is the time lag for each substitute product?

DKP: \_\_\_\_\_

\_\_\_\_\_

MKP: \_\_\_\_\_

\_\_\_\_\_

TKPP: \_\_\_\_\_

\_\_\_\_\_

- IV-17 **Changes in substitutes.**--Since January 1, 2007, have there been any changes in the number or types of products that can be substituted for certain potassium phosphate salts?

DKP: ☐ No ☐ Yes--Please explain.

MKP: ☐ No ☐ Yes--Please explain.

TKPP: ☐ No ☐ Yes--Please explain.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**PART IV.—PRICING AND MARKET FACTORS--Continued**

**IV-18. Substitutability of anhydrous and solution form.—**

- (a) How frequently is anhydrous DKP, MKP, or TKPP substitutable for DKP, MKP, or TKPP in solution for your customers?

DKP:    ☐ Always    ☐ Frequently    ☐ Sometimes    ☐ Rarely    ☐ Never

MKP:    ☐ Always    ☐ Frequently    ☐ Sometimes    ☐ Rarely    ☐ Never

TKPP:    ☐ Always    ☐ Frequently    ☐ Sometimes    ☐ Rarely    ☐ Never

- (b) Have there been any significant changes in the amount of DKP, MKP, or TKPP sold in anhydrous form to DKP, MKP, or TKPP sold in solution?

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- (c) If anhydrous DKP, MKP or TKP can be substituted for DKP, MKP or TKPP in solution, have changes in the prices of DKP, MKP or TKPP in solution affected the prices for the anhydrous forms of these chemicals?

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- (d) If anhydrous DKP, MKP or TKPP is rarely or never substituted for DKP, MKP or TKPP in solution, what factors limit substitution?

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**PART IV.—PRICING AND MARKET FACTORS--Continued**

**IV-19. Demand trends.--**

- (a) How has the demand within the United States for certain potassium phosphate salts changed since January 1, 2007? What principal factors affect changes in demand for each of the products?

DKP:	<input type="checkbox"/> Increased	<input type="checkbox"/> No Change	<input type="checkbox"/> Decreased	<input type="checkbox"/> Fluctuated
MKP:	<input type="checkbox"/> Increased	<input type="checkbox"/> No Change	<input type="checkbox"/> Decreased	<input type="checkbox"/> Fluctuated
TKPP:	<input type="checkbox"/> Increased	<input type="checkbox"/> No Change	<input type="checkbox"/> Decreased	<input type="checkbox"/> Fluctuated

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- (b) How has the demand outside the United States (if known) for certain potassium phosphate salts changed since January 1, 2007? What principal factors affect changes in demand outside the United States for each of the products?

DKP:	<input type="checkbox"/> Increased	<input type="checkbox"/> No Change	<input type="checkbox"/> Decreased	<input type="checkbox"/> Fluctuated
MKP:	<input type="checkbox"/> Increased	<input type="checkbox"/> No Change	<input type="checkbox"/> Decreased	<input type="checkbox"/> Fluctuated
TKPP:	<input type="checkbox"/> Increased	<input type="checkbox"/> No Change	<input type="checkbox"/> Decreased	<input type="checkbox"/> Fluctuated

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**PART IV.—PRICING AND MARKET FACTORS--Continued**

IV-20. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce certain potassium phosphate salts, and what future trends your firm expects.

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IV-21. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced certain potassium phosphate salts in the U.S. market since 2007?

☐ No                      ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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IV-22. **Product changes.**--Since January 1, 2007 have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain potassium phosphate salts?

☐ No                      ☐ Yes--Please describe and quantify if possible for each type of salt for which you are answering "Yes."

DKP: 

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MKP: 

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TKPP: 

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IV-23. Do you produce MKP that is kosher certified?

☐ No                      ☐ Yes-- \_\_\_\_\_ percent of purchases in 2009                      ☐ Yes--all purchases

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**PART IV.—PRICING AND MARKET FACTORS--Continued**

IV-24. **Supply constraints.**--Has your firm refused, declined, or been unable to supply DKP, MKP, or TKPP since January 1, 2007? (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, unable to meet timely shipment commitments, etc.).

☐ No                      ☐ Yes-- Please note and document the time period(s) (i.e., month and year), the customer involved, the amount and type of product involved; and the reason for the allocation.

DKP: \_\_\_\_\_

\_\_\_\_\_

MKP: \_\_\_\_\_

\_\_\_\_\_

TKPP: \_\_\_\_\_

\_\_\_\_\_

IV-25. **Business cycles.**--

(a) Are the markets for certain potassium phosphate salts subject to business cycles or conditions of competition (including seasonal business) distinctive to certain potassium phosphate salts?

☐ No (skip to question IV-26)                      ☐ Yes-- Please describe below, referencing which salt(s) and then answer part (b).

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

(b) If yes, have there been any changes in the business cycles or conditions of competition for certain potassium phosphate salts since January 1, 2007

☐ No                      ☐ Yes-- Please describe, including which salt(s) have had changes.

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

**PART IV.—PRICING AND MARKET FACTORS--Continued**

- IV-26. **Interchangeability.**--Are certain potassium phosphate salts produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b><u>DKP:</u></b>	<b>China</b>	<b>Other countries</b>
<b>United States</b>		
<b>China</b>		
<b><u>MKP:</u></b>	<b>China</b>	<b>Other countries</b>
<b>United States</b>		
<b>China</b>		
<b><u>TKPP:</u></b>	<b>China</b>	<b>Other countries</b>
<b>United States</b>		
<b>China</b>		
<sup>1</sup> For any country-pair for which certain potassium phosphate salts are <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>		

**PART IV.—PRICING AND MARKET FACTORS--Continued**

- IV-27. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain potassium phosphate salts produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b><u>DKP:</u></b>	<b>China</b>	<b>Other countries</b>
<b>United States</b>		
<b>China</b>		
<b><u>MKP:</u></b>	<b>China</b>	<b>Other countries</b>
<b>United States</b>		
<b>China</b>		
<b><u>TKPP:</u></b>	<b>China</b>	<b>Other countries</b>
<b>United States</b>		
<b>China</b>		
<sup>1</sup> For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of certain potassium phosphate salts, identify the country-pair and report the advantages or disadvantages imparted by such factors:         		

**PART IV.—PRICING AND MARKET FACTORS--Continued**

IV-28. **Purchaser Identification.**--Please identify below the names and addresses of your firm's 5 largest customers for each of the specified potassium phosphate salts since 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain potassium phosphate salts that each of these customers accounted for in 2009.

**DKP:**

No.	Customer's name	Contact person	Street address (not P.O. box), city, state, and zip code	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					

**MKP:**

No.	Customer's name	Contact person	Street address (not P.O. box), city, state, and zip code	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					

**PART IV.—PRICING AND MARKET FACTORS--Continued**

IV-28. **Purchaser Identification (cont.)**

**TKPP:**

<b>No.</b>	<b>Customer's name</b>	<b>Contact person</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Area code and telephone number</b>	<b>Share of 2008 sales (%)</b>
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>5</b>					



**PART IV.—PRICING AND MARKET FACTORS--Continued**

**IV-29. COMPETITION FROM IMPORTS--LOST REVENUES.—**

**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, 2007 To avoid losing sales to competitors selling certain potassium phosphate salts from China, did your firm:

Reduce prices ☐ No ☐ Yes

Roll back announced price increases ☐ No ☐ Yes

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues 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 initial price quotation

Quantity involved

Your initial *rejected* price quotation (total delivered value)

Your *accepted* price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (1,000 lb. dry weight)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

**PART IV.—PRICING AND MARKET FACTORS--Continued**

**IV-30. 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, 2007 Did your firm lose sales of certain potassium phosphate salts to imports of these products from China?

☐ 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)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Date of quote</b>	<b>Quantity (1,000 lb. dry weight)</b>	<b>Rejected U.S. price (total value-- dollars)</b>	<b>Country of origin</b>	<b>Competing import price (total value— dollars)</b>