

**Post Initiation
Questionnaire for Domestic Producers
Product Under Consideration: "Soda Ash"**

Section 1: General Information

- i. Complete details about identity:
 - a. Name of the enterprise, location of works.
 - b. Address of the registered, marketing and head office.
 - c. Telephone No./ Mobile No./E-mail.
 - d. Contact Person, address & tel. no./ Mobile No./E-mail.
- ii. Corporate structure
- iii. Commodities manufactured
- iv. Distribution and marketing system

Section 2: Like or Directly Competitive Product

- i. Details of like or directly competitive product(s) produced by you:
 - a. Name of the product.
 - b. Description of the product, including various grades, sizes, models or type etc. Basis for classification.
 - c. Qualities and the characteristics of the product.
 - d. Uses of the product for captive use or domestic sales in commercial quantity to other users; Whether different grades/off-specs can be used interchangeably.
 - e. Substitutability of the product giving details of perception of the consumer and the manufacturer and commercial channels.
 - f. Raw materials and components and other input used for the production.
 - g. Process of production/ manufacture: Complete flow chart with description to be given.
 - h. Tariff classification (under GST).
- ii. Rates of GST during period of investigation:
 - a. Description of imported product as in (I) above with Tariff classification.
 - b. Narrate how your product can be considered as 'like or directly competitive product' to (a) above.
- iii. Details of industrial users/ consumers of your product: Please furnish Segment wise list of major consumers.
- iv. Details of industrial users/consumers of imported product.
- v. Details of cost of production showing variable and fixed costs separately:
 - a. The variable costs to include Raw Materials, Chemicals and Consumables (Stores), Water, Power & Fuel charges, Direct labour etc. and the Fixed cost to include Finance cost (interest), Depreciation, Repairs & Maintenance, Administration overheads etc.

Section 3: Injury

1. Production line-wise details of plant and machinery installed. Expenses incurred in installing the same. Additions made during 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025. Further investments committed.
2. Information on further plans of Capital Investment.
3. Source of funds.
4. Installed capacity and capacity utilization for the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025, variety wise, for each product.
5. Details of production, sales and stocks for 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 (month wise) both in terms of quantity and value for each product. (Please do not include imports, if any, made by you here).
6. Details of sales in the domestic market, both in terms of quantity and value. (Please do not include sale of imported material here). Give separately any quantities used captively for 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 (month wise).
7. Details of country wise export both in terms of quantity and value. (Please do not include any imported material, if re-exported, here), to whom exported and what price. Please explain difference in export price vis-a-vis domestic price. Details of deemed exports if any may also be furnished.
8. Information regarding sales prices. (For 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025). Realisation for bulk and packed form separately. Please also indicate separately quantities sold in bulk and in packed form.
9. Major raw material used and their prices for the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025. Also indicate the ratio of consumption to the finished product.
10. Effect of changes in prices of raw materials on cost of production and selling prices for 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025.
11. Information on fair market price which you expect to receive and basis thereof, i.e., cost of production, giving details of cost of raw materials, labour, overheads, etc. for the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025. (Give details separately for fixed and variable costs at different capacity utilization).
12. Information of rebates/discounts offered on domestic sales during 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 month wise.
13. Please give details of any subsidy including freight subsidy received by you - nature and amount - who gives the subsidy and why.
14. Information on profit and loss on sales for 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 separately for each product variety wise.
15. Details of persons employed and loss of employment, if any, during 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025.
16. Copies of Balance Sheets or other statement of accounts for the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025.
17. Details of information on assets and financial position of the enterprise.

18. Cause of injury to your unit and basis thereof:
- a. Please provide details of the impact of reduction in import duties/removal of import restrictions on the product for which protection is sought.
 - b. Please provide details of other circumstances that have contributed to the increase in imports.
 - c. Please provide information in respect of circumstances that have helped the exporters in the international market in sending increased quantities to India.
 - d. Please provide details of demand for the product for 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 and anticipated growth, if any. Reasons for decline or increase may also be furnished.

Section 4: Information on imports, if any

- i. Are you importing the product (or similar product) as described in Section II (ii).
- ii. If yes, please list all imports made during 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 giving details of products imported, quantity, value, duty paid, etc.
- iii. Explain reasons for imports.
- iv. Give details of marketing and distribution channel and disposal of imported goods.
- v. Provide a list of end users to whom the imported product has been sold by you.
- vi. Effect of these imports on your domestic sales.
- vii. Details of month wise imports into India as a whole and its CIF price for the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025.
- viii. Why the price of imports to India is lower compared to other countries.
- ix. Names and address of exporters to India.

Section 5: Miscellaneous Information

- i. Details of shutdown and reasons therefore during the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 along with stock position during the shutdown.
- ii. Details of orders placed by consumers which could not be executed or were considerably delayed during the 2020-21, 2021-22, 2022-23, 2023-24, April 2024–December 2024 and January 2025-September 2025 along with reasons.
