

U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN MAGNESIA CARBON BRICKS FROM CHINA AND MEXICO

This questionnaire must be received by the Commission by no later than June 14, 2010

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 investigation concerning certain magnesia carbon bricks from China and its antidumping investigations concerning certain magnesia carbon bricks from China and Mexico (Inv. Nos. 701-TA-468 and 731-TA-1166-1167 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased certain magnesia carbon bricks (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2007?
<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 submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation 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 this investigation 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 investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

If your firm has multiple plants, please combine responses for all plants into one questionnaire response. If your answers vary by plant for any questions, please indicate this whenever appropriate and report how each plant would answer that question.

I-1a. **OMB statistics.**--Please report 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.

I-3. **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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain magnesia carbon bricks from China and Mexico into the United States or which are engaged in exporting certain magnesia carbon bricks from China and Mexico to the United States?

No Yes--List the following information.

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

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain magnesia carbon bricks from countries other than China and Mexico into the United States or which are engaged in exporting certain magnesia carbon bricks from countries other than China and Mexico to the United States?

No Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain magnesia carbon bricks?

No Yes--List the following information.

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

PART II.--PURCHASES

Contact information (Purchases).--Who should be contacted regarding the information requested in parts II to IV?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-1. Purchases.

(a) Report, as indicated below, your firm or plant's purchases (either directly or through a sales agent or broker) of certain magnesia carbon bricks. Report based on delivery date, not order date.

Quantity (in tons) and value (in \$1,000)				
Item	2007	2008	2009	Jan.-Mar. 2010
Purchases of certain magnesia carbon bricks produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
China:				
<i>Quantity</i>				
<i>Value</i>				
Mexico:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
Total:				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

(b) Does your firm track suppliers and/or the country of origin of certain magnesia carbon bricks for liability, quality control, or any other purpose. Please note if your answer varies by plant.

No Yes--Please describe

PART II.--PURCHASES--Continued

II-2. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm or plant's purchases of certain magnesia carbon bricks from different sources (both domestic and foreign) have changed in the last three years.

Source of purchases	Trend	Explanation of trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Mexico	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
<p>If there have been other changes in your firm or plant's sourcing patterns since January 1, 2007, such as the use of different suppliers, please describe these changes and the reasons for the changes.</p> <hr/> <hr/>		

II-3. **Purchases from one country only.**—If your firm has purchased certain magnesia carbon bricks from only one country, please explain the reasons for doing so. Please note if your answer varies by plant.

PART II.--PURCHASES--Continued

II-4. **Inventories.**--Report, as indicated below, your firm or plant's purchases (either directly or through a sales agent or broker) of certain magnesia carbon bricks. Report based on delivery date, not order date.

Quantity (in tons) and value (in \$1,000)				
Item	2007	2008	2009	Jan.-Mar. 2010
Inventories of certain magnesia carbon bricks produced in--				
The United States:				
<i>Quantity</i>				
<i>Value</i>				
China:				
<i>Quantity</i>				
<i>Value</i>				
Mexico:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
Total:				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for certain magnesia carbon bricks since January 1, 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm or plant's total shipments of certain magnesia carbon bricks that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

If your firm has multiple plants, please combine responses for all plants into one questionnaire response. If your answers vary by plant for any questions, please indicate this whenever appropriate and report how each plant would answer that question.

III-1. **Firm type.**--Which of the following best describes your firm or plant as a purchaser of certain magnesia carbon bricks (check all that apply)?

- End user or consumer
- Distributor
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of certain magnesia carbon bricks, do you compete for sales to your customers with the manufacturers or importers from which you purchase certain magnesia carbon bricks?

- No
- Yes--Please describe

III-3. **Types of customers.**--If your firm or plant is a distributor or reseller of certain magnesia carbon bricks, what are the major types of consumers to which you sell certain magnesia carbon bricks?

III-4. **End uses.**

(a) If your firm or plant is an end user/consumer of certain magnesia carbon bricks, list in order of quantity of certain magnesia carbon bricks consumed, the cost accounted for in a complete reline of a steel furnace or refining vessel. Please indicate what percentage of the total cost is accounted for by certain magnesia carbon bricks (and NOTE: these percentages should not add to 100 percent).

Type of furnace or vessel	Share of reline cost accounted for by magnesia carbon bricks (<i>percent</i>)

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

III-4. **End uses.--continued**

- (b) For the top 3 products you produce using certain magnesia carbon bricks as an input, please indicate what percentage of the total cost is accounted for by certain magnesia carbon bricks (and NOTE: these percentages should not add to 100 percent).

Product(s) you produce	Share of product cost accounted for by magnesia carbon bricks (percent)

- (c) How much of your demand for certain magnesia carbon bricks is due to demand created by the following situations?

A full reline	
A partial reline	
Other:	
Total	100%

III-5. **Demand for end use products.--**

- (a) If your firm or plant is a consumer of certain magnesia carbon bricks, has the demand for your firm or plant's final products which use certain magnesia carbon bricks as an input changed since January 1, 2007?

Increased Decreased Fluctuated No change

- (b) Has this had any effect on your firm or plant's demand for certain magnesia carbon bricks?

No Yes--Please describe.

- (c) If so, has the change in your firm or plant's demand resulted in any change in your willingness to accept price increases from your suppliers of certain magnesia carbon bricks or had any other effect on the prices of such bricks?

No Yes--Please describe.

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

III-5. Demand for end use products.--continued

(d) Since January 1, 2007, has your firm experienced any routine downtimes for equipment that uses certain magnesia carbon bricks?

No Yes--Please describe the effect this had on your demand for certain magnesia carbon bricks.

(e) Since January 1, 2007, has your firm experienced any routine downtimes for equipment that uses certain magnesia carbon bricks?

No Yes--Please describe the effect this had on your demand for certain magnesia carbon bricks.

III-6. Substitutes.--

(a) Can other products be substituted for certain magnesia carbon bricks?

No Yes--Please complete (b).

(b) Please list in order of importance any products that may be substituted for certain magnesia carbon bricks. For each possible substitute, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for certain magnesia carbon bricks, to what degree, and the time lag for any such effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for certain magnesia carbon bricks?
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/>

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

III-7. Demand trends.--

(a) How has the demand within the United States for certain magnesia carbon bricks changed since January 1, 2007? What principal factors affect changes in demand?

- Increased Decreased Fluctuated No change

(b) How has the demand outside the United States (if known) for certain magnesia carbon bricks changed since January 1, 2007? What principal factors affect changes in demand?

- Increased Decreased Fluctuated No change

III-8. Importance of purchasing domestic product.--Is buying a product that is produced in the United States an important factor in your firm or plant's purchases of certain magnesia carbon bricks (check ALL that apply)?

- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of certain magnesia carbon bricks.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of certain magnesia carbon bricks.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of certain magnesia carbon bricks.
- Yes--Purchases of domestic product are not required by law or regulation, but are preferred by our firm or plant. This involves ____ percent of all purchases of certain magnesia carbon bricks.
- No.

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

III-9 Conditions of competition.--

(a) Is the certain magnesia carbon bricks market subject to business cycles or conditions of competition distinctive to certain magnesia carbon bricks?

No Yes--Please explain and estimate the duration of any such cycle.

(b) Has the emergence of new markets for certain magnesia carbon bricks since January 1, 2007 affected the business cycles or conditions of competition distinctive to certain magnesia carbon bricks?

No Yes--Please explain any such changes.

III-10. Decisions based on producer.--Does your firm or plant, and to the extent that you know, do your customers make purchasing decisions involving certain magnesia carbon bricks based on the producer of the certain magnesia carbon bricks you purchase?

Your firm or plant: Always Usually Sometimes Rarely Never

Your customers: Always Usually Sometimes Rarely Never

If at least sometimes, please discuss how your firm or plant or your customers determine the producer and why this information is important.

Your firm or plant: _____

Your customers: _____

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

III-11. **Decisions based on country-of-origin.**--Does your firm or plant, and to the extent that you know, do your customers make purchasing decisions involving certain magnesia carbon bricks based on the country of origin of the certain magnesia carbon bricks you purchase?

Your firm or plant: Always Usually Sometimes Rarely Never

Your customers: Always Usually Sometimes Rarely Never

If at least sometimes, please discuss how your firm or plant or your customers determine the source and why this information is important.

Your firm or plant: _____

Your customers: _____

III-12. **Purchasing frequency.**--

(a) How frequently do you make purchases?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____)

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2007?

No Yes—Please describe.

(c) Have you made significant changes in the frequency with which you negotiate prices for certain magnesia carbon bricks and other refractories with your suppliers since January 1, 2007?

No Yes—Please describe.

III-13. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? _____ firms

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

III-14. Supplier negotiations.--

- (a) Do purchases of certain magnesia carbon bricks usually involve negotiations between supplier and purchaser?

No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

- (b) Does your firm or plant tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No Yes--Specify the time period.

- (c) Does your firm or plant have a contract with one or more magnesia carbon brick suppliers under which you pay a per-ton or per-heat price for the provision (and installation) of complete linings for ladles or furnaces?

No Yes--Please list the supplier(s) and explain how the contracts work.

- (d) Does your firm or plant purchase certain magnesia carbon bricks from a supplier or suppliers from which you also purchase other refractory products?

No Yes—Please explain what role, if any, the prices of refractories products other than certain magnesia carbon bricks have in your purchase decision for certain magnesia carbon bricks, including the percentage of a typical total order that is attributable to certain magnesia carbon bricks.

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

III-15. **Change in suppliers.**--Have you changed suppliers since January 1, 2007?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-16. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2007?

- No Yes --Please identify the firms and indicate how you became aware of them.

III-17. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell certain magnesia carbon bricks to your firm or plant?

- No Yes-- _____ percent of purchases in 2009 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(c) How long does it take to qualify a new supplier? _____ days.

III-18. **Failure to certify.**--Since January 1, 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their certain magnesia carbon bricks with your firm or plant or have any producers lost their approved status?

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

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

III-19. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for certain magnesia carbon bricks.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-20. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm or plant in deciding from whom to purchase PRODUCT for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-21. **Quality characteristics.**--What characteristics does your firm or plant consider when determining the quality of certain magnesia carbon bricks?

III-22 **Importance of price and performance.**--How important is the price/performance ratio of the certain magnesia carbon bricks you purchase in terms of cost per ton of steel produced or cost per heat, compared to price alone?

Very important Somewhat important Not at all important

Please explain: _____

III-23. **Frequency of decisions based on price.**--How often does your firm or plant purchase the certain magnesia carbon bricks that is offered at the lowest price?

Always Usually Sometimes Rarely Never

III-24. **Price leaders.**--Please list the names of any firms you considered price leaders in the certain magnesia carbon bricks market since January 1, 2007. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Please describe how the firm(s) exhibited price leadership.

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for certain magnesia carbon bricks for which your firm or plant has actual marketing/pricing knowledge.

- United States
- China
- Mexico
- Other countries (Please specify _____)

IV-2. **Interchangeability by country-pair.**--Are certain magnesia carbon bricks 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.¹

Country-pair	China	Mexico	Brazil	Other countries
United States				
China	X			
Mexico	X	X		
Brazil	X	X	X	
<p>¹ For any country-pair producing certain magnesia carbon bricks which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/> <hr/>				

PART IV.—PRODUCT COMPARISONS--Continued

IV-3. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain magnesia carbon bricks produced in the United States and in other countries a significant factor in your firm's purchases 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.¹

Country-pair	China	Mexico	Brazil	Other countries
United States				
China	X			
Mexico	X	X		
Brazil	X	X	X	

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's purchases of magnesia carbon bricks, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.—PRODUCT COMPARISONS--Continued

IV-4. **Country preferences.**--Do you or your customers ever specifically order certain magnesia carbon bricks from one country in particular over other possible sources of supply?

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

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of certain magnesia carbon bricks available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

IV-6. **Choice of product not based on price.**--If you purchased certain magnesia carbon bricks from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

IV-7. **Commingling.**--Since January 1, 2007, has your firm or plant commingled certain magnesia carbon bricks from different suppliers and/or countries?

- No Yes--Please describe the sources of the commingled product, how often they are commingled, and the grade/type/size.

PART IV.—PRODUCT COMPARISONS--Continued

IV-8. **Factor country comparisons.**--For the factors listed below, please rate how certain magnesia carbon bricks produced in each country you identified in your response to the first question in Part IV compares with certain magnesia carbon bricks produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

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

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

PART IV.—PRODUCT COMPARISONS--Continued

IV-9. **Minimum quality**--

(a) How often does domestically produced certain magnesia carbon bricks meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely Never

(b) How often does imported subject certain magnesia carbon bricks meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely	Never
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject certain magnesia carbon bricks (*i.e.*, certain magnesia carbon bricks from countries other than China and Mexico) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely	Never
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>