

U.S. IMPORTERS' QUESTIONNAIRE

BARIUM CHLORIDE FROM CHINA

This questionnaire must be received by the Commission by no later than **FEBRUARY 11, 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 review of the antidumping duty order concerning barium chloride from China (Inv. No. 731-TA-149 (Third Review)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported barium chloride (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 1984?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this review 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 review 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

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-8. **Consignees.**--If your firm is an importer of record of barium chloride but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters barium chloride into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones No Yes
- Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports barium chloride under the TIB (temporary importation under bond) program.

- No Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for barium chloride?

- No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, has barium chloride subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of barium chloride since 1984?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> office/warehouse openings	_____

<input type="checkbox"/> office/warehouse closings	_____

<input type="checkbox"/> relocations	_____

<input type="checkbox"/> expansions	_____

<input type="checkbox"/> acquisitions.....	_____

<input type="checkbox"/> consolidations.....	_____

<input type="checkbox"/> prolonged shutdowns or importation curtailments	_____

<input type="checkbox"/> revised labor agreements	_____

<input type="checkbox"/> other.....	_____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of barium chloride in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of barium chloride in the future if the antidumping duty order on barium chloride from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of barium chloride from China for delivery after December 31, 2009?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. **Reasons for importing if producer.**--If your firm also produces barium chloride in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from China**.--Does your firm import barium chloride from China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of barium chloride imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds), value (in \$1,000)			
Item	Calendar year		
	2007	2008	2009
Beginning-of-period inventories (<i>quantity</i>) (A)			
Imports:			
<i>Quantity</i> ¹ (B)			
<i>Value</i> (C)			
U.S. shipments:			
Commercial shipments:			
<i>Quantity</i> (D)			
<i>Value</i> (E)			
Internal consumption/company transfers:			
<i>Quantity</i> (F)			
<i>Value</i> ² (G)			
Export shipments: ³			
<i>Quantity</i> (H)			
<i>Value</i> (I)			
End-of-period inventories (<i>quantity</i>) (J)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>) (K)			
U.S. shipments to end users (<i>quantity</i>) (L)			
¹ Please report your U.S. imports from China of high purity barium chloride: 2007 _____ 2008 _____ 2009 _____. ² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above: ³ Identify your principal export markets: _____			

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

II-7b. **Imports from all other sources**--Does your firm import barium chloride from countries other than China?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of barium chloride imported from countries other than China by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in 1,000 pounds), value (in \$1,000)			
Item	Calendar year		
	2007	2008	2009
Beginning-of-period inventories (<i>quantity</i>) (A)			
Imports:			
<i>Quantity</i> ¹ (B)			
<i>Value</i> (C)			
U.S. shipments:			
Commercial shipments:			
<i>Quantity</i> (D)			
<i>Value</i> (E)			
Internal consumption/company transfers:			
<i>Quantity</i> (F)			
<i>Value</i> ² (G)			
Export shipments: ³			
<i>Quantity</i> (H)			
<i>Value</i> (I)			
End-of-period inventories (<i>quantity</i>) (J)			
Channels of distribution:			
U.S. shipments to distributors (<i>quantity</i>) (K)			
U.S. shipments to end users (<i>quantity</i>) (L)			
¹ Please report your U.S. imports from sources other than China of high purity barium chloride: 2007 _____ 2008 _____ 2009 _____.			
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:			
³ Identify your principal export markets: _____			

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L$

Do these data reconcile? Yes No--(Please explain: _____)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-9. **Effect of order.--**Describe the significance of the existing antidumping duty order covering imports of barium chloride from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of barium chloride in the future if the antidumping duty order on barium chloride from China were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403, james.fetzer@usitc.gov)

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

Company contact:

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PRICE DATA

This section requests quarterly price and quantity 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 you imported from China:

Product 1.—Crystalline barium chloride

Product 2.—Anhydrous barium chloride

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 instruction booklet.

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (China).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

<i>(Quantity in 1,000 pounds, value in 1,000 dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				

¹ 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.

² Pricing product definitions are provided on the first page of Part III.

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: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-3. **Price setting**-- How does your firm determine the prices that it charges for sales of barium chloride (*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: _____
- _____
- _____

III-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: _____
- _____
- _____

III-5. **Pricing terms for barium chloride**--

- (a) What are your firm's typical sales terms for its imported barium chloride (e.g., 2/10 net 30 days)? _____.
- (b) On what basis are your prices of imported barium chloride usually quoted? (check one)
 - F.o.b.--Please specify point: _____
 - Delivered

III-6. **Contract versus spot**--Approximately what share of your firm's sales of its imported barium chloride 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	_____

PART III.--PRICING AND MARKET FACTORS--Continued

III-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

III-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

III-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 barium chloride?

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

III-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of barium chloride 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 point of importation () 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.

PART III.--PRICING AND MARKET FACTORS--Continued

III-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of barium chloride imported from any source? (check all that apply)

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

III-12. **End uses.**--Describe the end uses of the barium chloride that you import from China. For each end-use product, what percentage of the total cost is accounted for by barium chloride?

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

III-13. **Changes in end uses.**--Have there been any changes in the end uses of barium chloride since 1984?

No Yes--Please describe.

PART III.--PRICING AND MARKET FACTORS--Continued

III-14. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of barium chloride in the future?

- No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-15. **Substitutes.**--Please list in order of importance any products that may be substituted for barium chloride. For each possible substitute product, 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 barium chloride, and to what degree, and the length of any time lag of such an effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for barium chloride?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

PART III.--PRICING AND MARKET FACTORS--Continued

III-16. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for barium chloride since 1984?

- No Yes--Please explain.

III-17. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for barium chloride in the future?

- No Yes--Please describe and provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-18. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for barium chloride since 1984? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-19. **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 barium chloride in the U.S. market since 1984?

- 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.

PART III.--PRICING AND MARKET FACTORS--Continued

III-20. Availability of "subject" import supply.--

(a) Do you anticipate any changes in terms of the availability of barium chloride imported from China in the U.S. market in the future?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-21. Availability of "nonsubject" import supply.--Has the availability of NONSUBJECT barium chloride (*i.e.*, barium chloride imported from countries other than China) changed since 1984?

No Yes--Please explain.

III-22. Export constraints.--Describe how easily your firm can shift its sales of barium chloride between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting barium chloride between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

III-23. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of barium chloride since 1984?

- No Yes--Please describe and quantify if possible.

III-24. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of barium chloride in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

- No Yes--Please identify, including the time period.

III-25. **Demand trends.**--

(a) How has the demand within the United States for barium chloride changed since 1984? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for barium chloride changed since 1984? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

PART III.--PRICING AND MARKET FACTORS--Continued

III-26. Anticipated demand trends.--

(a) How do you anticipate demand will change within the United States for barium chloride in the future? What principal factors that will affect these changes in demand?

- Increase No Change Decrease Fluctuate

(b) How do you anticipate demand will change outside the United States for barium chloride to in the future? What principal factors that will affect these changes in demand?

- Increase No Change Decrease Fluctuate

III-27. Price comparisons.--Please compare market prices of barium chloride in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-28. Market studies.--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss barium chloride supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1984 to the present and forecasts for the future.

