

U.S. PURCHASERS' 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 purchased barium chloride (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) 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>
_____	_____	_____
_____	_____	_____

I-4. **Related importers/exporters from China.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing barium chloride from China into the United States or which are engaged in exporting barium chloride from China to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-5. **Related importers/exporters from countries other than China.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing barium chloride from countries other than China into the United States or which are engaged in exporting barium chloride from countries other than China 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 barium chloride?

No Yes--List the following information.

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

I-7. **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.

PART II.--PURCHASES AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403, james.fetzer@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of barium chloride. Report based on delivery date, not order date.

Quantity (in 1,000 pounds) and value (in \$1,000)			
Item	2007	2008	2009
Purchases of barium chloride produced in--			
The United States:			
<i>Quantity</i>			
<i>Value</i>			
China:			
<i>Quantity</i>			
<i>Value</i>			
India:			
<i>Quantity</i>			
<i>Value</i>			
All other countries:¹			
<i>Quantity</i>			
<i>Value</i>			
¹ Please identify these countries: _____			

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

II-3. Purchases before and after order.--

- (a) Did your firm purchase barium chloride from China before 1984?
- No--skip to (c) Yes
- (b) If yes, has your pattern of purchasing barium chloride from China changed since 1984?
- No, our pattern of purchasing is essentially unchanged.
 Yes, we discontinued purchases from China because of the order.
 Yes, we reduced purchases from China because of the order.
 Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).
- (c) Has your pattern of purchasing barium chloride from nonsubject foreign sources (i.e., countries other than China) changed since 1984.
- We did not purchase from nonsubject foreign sources before or after the order.
 No, our pattern of purchasing is essentially unchanged.
 Yes, we increased purchases from nonsubject countries because of the order.
 Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

II-4. **Changes in purchasing patterns.**--If the relative levels of your firm's purchases of barium chloride from different sources (both domestic and foreign) have changed since 1984 (the year the antidumping duty order under review became effective), please list the relative share from that country has increased or decreased, and state the reason.

Source of purchases	Trend	Explanation for 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/>
India	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

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

II-4. **Changes in purchasing patterns.--Continued**

Source of purchases	Trend	Explanation for trend
All other countries	<input type="checkbox"/> Decreased	
	<input type="checkbox"/> Increased	_____
	<input type="checkbox"/> Constant	_____
	<input type="checkbox"/> Fluctuated	

II-5. **Supplier identification.--**Please identify below the names and addresses of your firm's **FIVE** largest suppliers for barium chloride since 2007. 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 barium chloride that each of these customers 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

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 (Market).**--Who should be contacted regarding the requested market characteristics and purchasing practices information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. **Firm type.**--Which of the following best describes your firm as a purchaser of barium chloride (check all that apply, noting the specific end uses if known)?

End user
 Distributor
 Other (Describe: _____)

III-3. **Competition of sales.**--If you are a distributor or reseller of barium chloride, do you compete for sales to your customers with the manufacturers or importers from which you purchase barium chloride?

No Yes--Please describe

III-4. **Types of customers.**--If your firm is a distributor or reseller of barium chloride, what are the major types of consumers to which you sell barium chloride?

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

III-5. **End uses.**--If your firm is an end user of barium chloride, list in order of quantity of barium chloride consumed, the top 3 products for which your firm purchases barium chloride as a component part or input. Please indicate what percentage of the total cost is accounted for by barium chloride (and NOTE: this percentage should not add to 100 percent).

Product(s) you produce	Share of cost accounted for by barium chloride (percent)
1.	
2.	
3.	

III-6. **Demand for end use products.**--

(a) If your firm is an end user of barium chloride, has the demand for your firm's final products incorporating barium chloride changed since 1984?

- Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for barium chloride?

- No Yes--Please describe

III-7. **Changes in end uses.**--Have there been any changes in the end uses of barium chloride since 1984?

- No Yes--Please describe.

III-8. **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.

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

III-9. **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. _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. _____ _____

III-10. **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.

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

III-11. **Anticipated changes in substitutes.**--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-12. **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 Decreased Fluctuated No change

(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 Decreased Fluctuated No change

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

III-13. 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 Decrease Fluctuate No change

(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 Decrease Fluctuate No change

III-14. **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.

III-15. **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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. Is buying a product that is produced in the United States an important factor in your firm's purchases of barium chloride (please check ALL that apply)?

- No
- 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 barium chloride.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of barium chloride.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of barium chloride.

III-17. **Conditions of competition.--**

(a) Is the barium chloride market subject to business cycles or conditions of competition distinctive to barium chloride?

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

(b) Has the emergence of new markets for barium chloride since 1984 affected the business cycles or conditions of competition distinctive to barium chloride?

- No
- Yes--Please explain any such changes.

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

III-18. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving barium chloride based on the producer of the barium chloride you purchase?

- Your firm: Always Usually Sometimes Never
- Your customers: Always Usually Sometimes Never

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

Your firm: _____

Your customers: _____

III-19. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving barium chloride based on the country of origin of the barium chloride you purchase?

- Your firm: Always Usually Sometimes Never
- Your customers: Always Usually Sometimes Never

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

Your firm: _____

Your customers: _____

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

III-20. Purchasing frequency.--

(a) How frequently do you make purchases?

- Daily
- Weekly
- Monthly
- Quarterly
- Annually
- Other (specify) _____

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-21. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase?

III-22. Supplier negotiations.--

(a) Do purchases of barium chloride 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 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.

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

III-23. **Change in suppliers.**--Have you changed suppliers since 1984?

- 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-24. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 1984?

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

(b) Do you expect new barium chloride suppliers to enter the market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-25. **Supplier qualification.**--Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the barium chloride they sell to your firm?

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

Please provide a general description of the certification or qualification process and the time required.

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

III-26. **Factors considered vis-à-vis suppliers.**--Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-27. **Failure to certify.**--Since 1984, have any domestic or foreign producers failed in their attempts to certify or qualify their barium chloride with your firm 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.

III-28. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for barium chloride.

	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"/>
Price	<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"/>
Product consistency	<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"/>
Product range.....	<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-29. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm 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-30. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of barium chloride?

III-31. **Choice of product not based on price.**--If you purchased barium chloride 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.

III-32. **Frequency of decisions based on price.**--How often does your firm purchase the barium chloride that is offered at the lowest price?

Always

Usually

Sometimes

Never

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

III-33. **Price leaders.**--Please list the names of any firms you considered price leaders in the barium chloride market since 1984. 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.

III-34. **Frequency of price changes.**--How frequently does the price of the barium chloride you are purchasing change?

III-35. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. barium chloride industry since 1984 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

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

III-35. Changes in U.S. industry.--Continued

- (b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. barium chloride industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

- III-36. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of barium chloride from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.-- PRODUCT COMPARISONS

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

IV-1. **Contact information (Product Comparisons).**--Who should be contacted regarding the requested production comparison information?

Company contact: _____
 Name and title
 () _____
 Phone number E-mail address

IV-2. **Country knowledge.**--Please indicate the countries of origin for barium chloride for which your firm has actual marketing/pricing knowledge.

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

IV-3. **Interchangeability by country-pair.**--Is barium chloride 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	India	Other countries
United States			
China			
India			
¹ For any country-pair producing barium chloride which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____ _____ _____ _____ _____ _____ _____			

PART IV.-- PRODUCT COMPARISONS--Continued

IV-4. **Country preferences.**--Do you or your customers ever specifically order barium chloride 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 barium chloride 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 barium chloride 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.
