

U.S. IMPORTERS' QUESTIONNAIRE
SILICA BRICKS AND SHAPES FROM CHINA

This questionnaire must be received by the Commission by no later than September 9, 2013

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 antidumping investigation concerning silica bricks and shapes from China (inv. No. 731-TA-1205 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported silica bricks and shapes (as defined in the instruction booklet) from any country at any time since January 1, 2010?
<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)
Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: XXXX)

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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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>Email 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 firm's 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 importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing silica bricks and shapes from China into the United States or that are engaged in exporting silica bricks and shapes from China to the United States?

No Yes--List the following information.

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

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of silica bricks and shapes?

No Yes--List the following information.

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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on silica bricks and shapes. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported products(s) Customs broker or freight forwarder.

I-7. **Consignee.**--If your firm is an importer of record of silica bricks and shapes 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters silica bricks and shapes into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports silica bricks and shapes under the TIB (temporary importation under bond) program.

No Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings 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 **Cynthia Trainor (202-205-3354; cynthia.trainor@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of silica bricks and shapes since January 1, 2010.

- (check as many as appropriate)* *(please describe)*
- office/warehouse openings..... _____

 - office/warehouse closings _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of silica bricks and shapes from China for delivery after June 30, 2013?

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

Period/Source	Quantity (<i>in short tons</i>)			
	Jul-Sept 2013	Oct-Dec 2013	Jan-Mar 2014	Apr-Jun 2014
China				

II-4. **Reasons for importing.**--If your firm also produces silica bricks and shapes in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

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

II-5. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of silica bricks and shapes imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to the steel industry (quantity)					
U.S. shipments to the glass industry (quantity)					
U.S. shipments to other end users (quantity)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 of the periods noted above: _____

³ Identify your firm’s principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-6. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of silica bricks and shapes imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2010	2011	2012	2012	2013
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to the steel industry (quantity)					
U.S. shipments to the glass industry (quantity)					
U.S. shipments to other end users (quantity)					

¹ Please identify the sources and foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses 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 of the periods noted above: _____

³ Identify your firm’s principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Samantha Day (202-205-2088, samantha.day@usitc.gov)**.

III-1. **Contact information**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

GENERAL BID AND PRICE INFORMATION

III-2. **Bid opportunities**--

(a) How often is there more than one chance to bid on a particular sales agreement?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) If at least "sometimes," please provide further description or documentation of when these events have occurred.

(c) If the bid price changes between the initial and final bids, what factors determine this change (e.g., changes in specification, negotiated price changes, competitive pressure)?

PART III.--PRICING AND RELATED INFORMATION--Continued

III-3. **Bid competition.**--

(a) How often does the purchaser discuss with your firm, the bids of competing firms (whether or not they disclose who the competition is) in order to get your firm to lower its bid price?

Always	Frequently	Sometimes	Rarely	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please describe these discussions.

(b) Please describe the type of price feedback (formal or informal) that your firm received from potential purchasers if your firm did not win the sale or contract for the sale, noting the type, quality, and timing of feedback.

III-4. **Bid exclusions.**-- Since January 1, 2010, have there been instances where your firm has been excluded from bidding (e.g., your firm submitted a bid that the purchaser did not consider, or the purchaser did not ask your firm to bid) on sales of silica bricks and shapes?

No Yes-- How often and why was your firm's bid(s) not considered?

PART III.--PRICING AND RELATED INFORMATION--Continued

III-5. Services included in bid.--

- (a) Do the bids that your firm makes for silica bricks and shapes typically include other services, such as engineering, construction, maintenance, etc.?

No Yes—Please describe the other services your firm includes in its bids.

- (b) If the bids your firm makes for silica bricks and shapes typically include other services, can a purchaser accept only the silica bricks and shapes portion of your bid and decline the other services? Please explain your answer.

No Yes

- III-6. Price setting.--** How does your firm determine the prices that it charges for sales of silica bricks and shapes (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Customer type	Transaction by transaction	Contracts	Set price lists	Other	If other, describe
Steel industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Glass industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other end users (Specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND RELATED INFORMATION--Continued

III-7. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Customer type	Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
Steel industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Glass industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other end users (Specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Pricing terms for silica bricks and shapes.**--

(a) What are your firm's typical sales terms for silica bricks and shapes imported from China?

Customer type	Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
Steel industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Glass industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other end users (Specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Distributors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported silica bricks and shapes from China usually quoted (*check one*)?

Customer type	Delivered	F.o.b.	If f.o.b., specify point
Steel industry	<input type="checkbox"/>	<input type="checkbox"/>	
Glass industry	<input type="checkbox"/>	<input type="checkbox"/>	
Other end users (Specify: _____)	<input type="checkbox"/>	<input type="checkbox"/>	
Distributors	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND RELATED INFORMATION--Continued

III-9. **Contract versus spot.**--Approximately what share of your firm's sales of silica bricks and shapes imported from China in 2012 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

Share of 2012 sales to

<u>Type of sale</u>	<u>Steel industry</u>	<u>Glass industry</u>	<u>Other end users (Specify: _____)</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %	_____ %	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %	_____ %	_____ %
Spot sales (for a single delivery)	_____ %	_____ %	_____ %
Total	100 %	100 %	100 %

III-10. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for silica bricks and shapes from China (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

PART III.--PRICING AND RELATED INFORMATION--Continued

III-11. **Lead times.**--What is your firm's share of sales of silica bricks and shapes imported from China both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of silica bricks and shapes?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From your firm's U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

III-12. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of silica bricks and shapes imported from China that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) When your firm sells silica bricks and shapes imported from China, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's 2012 sales of silica bricks and shapes imported from China that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share of 2012 sales
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

PART III.--PRICING AND RELATED INFORMATION--Continued

III-13. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of silica bricks and shapes imported from China? (check all that apply)

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

III-14. **End uses.**--Identify the end use applications of the silica bricks and shapes that your firm imports from China. For each end use application, estimate the percent of the total cost that is accounted for by silica bricks and shapes and by other inputs (such as labor, energy, other raw materials, engineering, and construction).

End use application	Share of total cost of end use application(s) accounted for by				Total
	Silica bricks and shapes		Other inputs		
Coke oven (new construction)	%	+	%	=	100%
Coke oven (rebuilding/repair)	%	+	%	=	100%
Glass furnace (new construction)	%	+	%	=	100%
Glass furnace (rebuilding/repair)	%	+	%	=	100%
Other: _____	%	+	%	=	100%
Other: _____	%	+	%	=	100%

PART III.--PRICING AND RELATED INFORMATION--Continued

III-15. **Project type.**--Please estimate the share of your firm's sales of silica bricks and shapes that were sold to each industry by project type.

<u>Type of project</u>	<u>Share of sales</u>		
	<u>2010</u>	<u>2011</u>	<u>2012</u>
New construction (of a new coke oven or glass furnace)	_____ %	_____ %	_____ %
Rebuilding/repair (of existing coke oven or glass furnace)	_____ %	_____ %	_____ %
Total	100 %	100 %	100 %

III-16. **Substitutes.**-- Can other products be substituted for silica bricks and shapes?

No Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for silica bricks and shapes?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Interchangeability between coke ovens and glass furnaces.**--Are silica bricks and shapes that are produced for use in a coke oven interchangeable with silica bricks and shapes that are produced for use in a glass furnace?

No	Yes	Explanation
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) in the silica bricks and shapes market has changed since January 1, 2010. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND RELATED INFORMATION--Continued

III-19. **Product changes.**--Have there been any significant changes in the product mix or marketing of silica bricks and shapes since January 1, 2010?

- No Yes-- Please describe.

III-20. **Conditions of competition.**--

(a) Is the silica bricks and shapes market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to silica bricks and shapes?

- No (skip to question III-21).
 Yes--Business cycles (e.g. seasonal business).
 Yes--Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for silica bricks and shapes since January 1, 2010?

- No Yes-- Please describe.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-21. **Supply constraints.**--Has your firm refused, declined, or been unable to supply silica bricks and shapes since January 1, 2010 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

III-22. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce silica bricks and shapes and whether your firm expects these trends to continue.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-25. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for silica bricks and shapes since January 1, 2010. Indicate the share of the quantity of your firm's total shipments of silica bricks and shapes that each of these customers accounted for in 2012.

	Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2012 sales (%)
1					Street Address City ' State Zip Code	
2					Street Address City ' State Zip Code	
3					Street Address City ' State Zip Code	
4					Street Address City ' State Zip Code	
5					Street Address City ' State Zip Code	
6					Street Address City ' State Zip Code	
7					Street Address City ' State Zip Code	
8					Street Address City ' State Zip Code	
9					Street Address City ' State Zip Code	
10					Street Address City ' State Zip Code	