

U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)).** Further information on this questionnaire can be obtained from Samantha Day (202-205-2088, Samantha.Day@usitc.gov).

<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 silica bricks and shapes (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2010?</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> <p>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)</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 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 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 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.

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>
_____	_____	_____
_____	_____	_____

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing silica bricks and shapes from China into the United States or which 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

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

PART II.--PURCHASES

Contact information.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of silica bricks and shapes. Report based on delivery date, not order date.

Item	2010	2011	2012
Purchases of silica bricks and shapes produced in--			
The United States: Quantity (short tons)			
China: Quantity (short tons)			
Germany: Quantity (short tons)			
All other countries:¹ Quantity (short tons)			
¹ Please identify these countries: _____			
Note. --Please explain any anomalies in your firm's reported purchase data. _____			

II-2. **Project type.**--Please estimate the share of your firm's purchases of silica bricks and shapes that were purchased by project type.

<u>Type of project</u>	<u>Share of purchases</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 %

PART II.--PURCHASES--Continued

II-3. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of silica bricks and shapes from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Germany	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-4. **Purchases from one country only.**--If your firm has purchased silica bricks and shapes from only one country, please explain the reasons for doing so.

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for silica bricks and shapes since 2010. Also, provide the share of the quantity of your firm's total purchases of silica bricks and shapes that each of these suppliers accounted for in 2012.

No.	Supplier's name	City and state	Share of quantity of 2012 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of silica bricks and shapes (check all that apply)?

- End user (steel industry)
- End user (glass industry)
- Other end user
- Distributor
- Other (Describe: _____)

If your firm is a distributor or reseller of silica bricks and shapes, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--If your firm is a distributor or reseller of silica bricks and shapes, does it compete for sales to its customers with the manufacturers or importers from which your firm purchases silica bricks and shapes?

- No Yes--Please describe.

III-3. **Types of customers.**--If your firm is a distributor or reseller of silica bricks and shapes, what are the major types of consumers to which it sells silica bricks and shapes?

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

If your firm is an end user of silica bricks and shapes, please answer questions III-4 and III-5.

III-4. **End uses.**--Identify the end use applications in which your firm uses silica bricks and shapes. For each end use application, estimate the percent of your firm's 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%

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

(a) If your firm is an end user of silica bricks and shapes, has the demand for your firm's coke or glass changed since 2010?

- Increased No change Decreased Fluctuated

(b) Has this had any effect on your firm's demand for silica bricks and shapes?

- No Yes--Please describe.

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

III-6. **Substitutes.**--Can other products be substituted for silica bricks and shapes?

No Yes--Please fill out the table below.

	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-7. **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"/>	

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

III-8. **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"/>	

III-9. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of silica bricks and shapes (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 silica bricks and shapes.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your firm's customers. This involves ____ percent of all purchases of silica bricks and shapes.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of silica bricks and shapes.

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

III-10. 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-12).
- Yes--Business cycles (e.g. seasonal business).
- Yes--Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

(b) 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.

III-11. Decisions based on producer.--Does your firm, and to the extent that you know, do your firm's customers make purchasing decisions involving silica bricks and shapes based on the producer of the silica bricks and shapes your firm purchases?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your firm's customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-12. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your firm's customers make purchasing decisions involving silica bricks and shapes based on the country of origin of the silica bricks and shapes you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your firm's customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of silica bricks and shapes (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Has your firm made significant changes in its purchasing patterns (e.g., frequency) since 2010?

No Yes—Please describe.

III-14. **Frequency of brick replacement.**--How frequently does your firm repair or rebuild its coke oven or glass furnace?

III-15. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? _____ firms

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

III-16. Supplier negotiations.--

(a) Do purchases of silica bricks and shapes usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations, noting 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.

III-17. Change in suppliers.--Has your firm changed suppliers since 2010?

- No Yes--Please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.

III-18. New suppliers.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2010?

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

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

III-19. **Supplier qualification**

(a) Does your firm require its suppliers to be or to become certified or qualified to sell silica bricks and shapes to your firm?

No Yes-- _____ percent of purchases in 2012 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that your firm considers 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-20. **Failure to certify.**--Since 2010, have any domestic or foreign producers failed in their attempts to certify or qualify their silica bricks and shapes 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 process.

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

No Yes-- Please describe.

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

III-22. **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 silica bricks and shapes for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-23. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for silica bricks and shapes.

	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"/>
Durability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity 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"/>
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"/>

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

III-24. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of silica bricks and shapes?

III-25. **Frequency of decisions based on price.**--How often does your firm purchase the silica bricks and shapes that is offered at the lowest price?

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

III-26. **Price leaders.**— 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 is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the silica bricks and shapes market since 2010. Describe how the firm(s) exhibited price leadership.

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for silica bricks and shapes for which your firm has actual marketing/pricing knowledge.

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

IV-2. **Interchangeability by country-pair.**--Is silica bricks and shapes produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Germany	Other countries
United States			
China	X		
Germany	X	X	
For any country-pair producing silica bricks and shapes which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <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 silica bricks and shapes produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	China	Germany	Other countries
United States			
China	X		
Germany	X	X	

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

PART IV.—PRODUCT COMPARISONS--Continued

IV-4. **Country preferences.**--Does your firm or your firm's customers ever specifically order silica bricks and shapes 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 your firm or its customers prefer to order, and indicate why silica bricks and shapes 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 silica bricks and shapes 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 your firm purchased silica bricks and shapes from one source although a comparable product was available from another source at a lower price, please explain your firm's 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, favorable credit terms, freight concessions, offers to substitute higher quality silica bricks and shapes, etc.

PART IV.—PRODUCT COMPARISONS--Continued

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how silica bricks and shapes produced in each country your firm identified in its response to the first question in Part IV compares with silica bricks and shapes produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	product from United States compared to product from China			product from United States compared to product from Germany			product from China compared to product from Germany		
	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"/>
Durability	<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"/>
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"/>
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"/>
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"/>

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-7. Continued.

	product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			product from <u>China</u> compared to product from <u>Nonsubject countries</u>			product from <u>Germany</u> compared to product from <u>Nonsubject countries</u>		
	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"/>
Durability	<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"/>
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"/>
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"/>
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"/>

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-8. **Minimum quality**--How often does silica bricks and shapes from the following countries meet minimum quality specifications for your firm's uses or your firm's customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Germany	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.—BID DATA

V-1. **Bid data.**--Please submit, in chronological order, the information requested below for all of your firm's purchases of silica bricks and shapes (with at least 90 percent silica) used in both new construction and repair projects since January 1, 2010.

A separate spreadsheet document is provided with this questionnaire. Please complete all relevant columns of the spreadsheet and list all bids for each of your firm's purchases. An example of the data format is on the next page.

1. Project name and location (Coke oven A, Milwaukee, WI; Glass furnace B, Lansing, MI, etc.)
2. Project type (new construction or repair)
3. Date of request for proposal (RFP) or bid
4. Types and sizes of silica bricks and shapes requested
5. Quantity of silica bricks and shapes requested (in short tons)
6. Bidding firm name
7. Country of origin of the silica bricks and shapes
8. Date of bid or quote
9. F.o.b. quote for silica bricks and shapes (total value in dollars)
10. F.o.b. quote for other materials and services (for example, cement, mortar, mold charges, packaging, engineering, construction, etc.)
11. List the other materials and services included in the bid
12. Freight costs for quoted silica bricks and shapes
13. Total quote amount
14. Winning bid (yes/no)
15. Reason(s) bid accepted or rejected
16. Delivery date
17. Type and size of silica bricks and shapes purchased
18. Quantity of silica bricks and shapes purchased (in short tons)
19. F.o.b. price of silica bricks and shapes purchased (total value in dollars)
20. F.o.b. price of other materials and services purchased (for example, cement, mortar, mold charges, packaging, engineering, construction, etc.)
21. List the other materials and services purchased
22. Freight costs for silica bricks and shapes purchased
23. Total purchase amount

PART V.—BID DATA--Continued

Project name and location	Project type (new construction or repair)	Date of RFP or bid	Types and sizes of silica bricks and shapes requested	Quantity of silica bricks and shapes requested (in short tons)	Bidding firm name and location (state or country)	Country of origin of the silica bricks and shapes	Date of bid or quote	A	B	C	= A+B+C	Winning bid (yes/no)	Reason(s) bid accepted or rejected	Delivery date	Type and size of silica bricks and shapes purchased	Quantity of silica bricks and shapes purchased (in short tons)	E	F	G	= E+F+G	
								F.o.b. quote for silica bricks and shapes (total value in dollars)	F.o.b. quote for other materials and services included in the bid (total value in dollars)	Freight costs for silica bricks and shapes	Total quote amount						F.o.b. purchase price of silica bricks and shapes (total value in dollars)	F.o.b. purchase price of other materials and services (total value in dollars)	Freight costs for silica bricks and shapes purchased	Total purchase amount	
Coke oven A, Milwaukee, WI	New construction	7/15/2011	Please detail the types and sizes of silica bricks and shapes requested for your firm's project	12,500	Producer A, Dallas, TX	US	8/1/2011	5,000,000	200,000	mold charges & cement	500,000	5,700,000									
					Importer A, Houston, TX	Country A	8/4/2011	4,900,000	175,000	mold charges & cement	600,000	5,675,000									
					Importer B, San Francisco, CA	Country B	8/7/2011	5,200,000	190,000	mold charges & cement	575,000	5,965,000									
Please identify the winning bid and complete these columns with the data for the actual silica bricks and shapes purchased by your firm for this project.																					
Glass furnace B, Lansing, MI	Repair	7/15/2011	Please detail the types and sizes of silica bricks and shapes requested for your firm's project	4,000	Producer A, Dallas, TX	US	8/1/2011	1,200,000	75,000	mold charges & cement	100,000	1,375,000									
					Importer A, Houston, TX	Country A	8/4/2011	1,100,000	100,000	mold charges & cement	150,000	1,350,000									
					Importer B, San Francisco, CA	Country B	8/7/2011	1,250,000	95,000	mold charges & cement	125,000	1,470,000									
Please identify the winning bid and complete these columns with the data for the actual silica bricks and shapes purchased by your firm for this project.																					

PART V.—BID DATA--Continued

V-2. **Bid opportunitites.**-- How often does your firm allow/request sellers 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"/>

If so, why does your firm allow/request multiple bids?

V-3. **Bid competition.**-- How often does your firm discuss the bids of competing firms (whether or not your firm discloses who the competition is) with its suppliers in order to get a lower 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.

PART IV.—PRODUCT COMPARISONS--Continued

V-4. **Bid exclusions.**--

(a) How often does your firm request a bid from only one supplier?

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

If your firm requests bids from only one supplier, please explain why.

(b) Since January 1, 2010, has your firm excluded one or more firms from bidding (e.g., not being willing to consider a bid submitted by a supplier, or asked a firm not to bid) on purchases of silica bricks and shapes?

No Yes-- List the suppliers whose bid(s) were excluded and why these bid(s) were not considered.

V-6. **Services included in bid.**-- Do the bids that your firm requests for silica bricks and shapes typically include other services, such as engineering, construction, maintenance, etc.?

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