

U.S. IMPORTERS' QUESTIONNAIRE
BARIUM CARBONATE FROM CHINA

This questionnaire must be received by the Commission by no later than **October 3, 2014**

See 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 carbonate from China (Inv. No. 731-TA-1020 (Second 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 firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm imported barium carbonate (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2008?</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: BACO)</p>

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 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 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 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.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ Email address
	_____ Fax:	

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.

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I-3. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

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

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of barium carbonate?

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

PART I.--GENERAL INFORMATION--Continued

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on barium carbonate. More than one answer may be applicable.

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

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

Firm name	Address	Extent of ownership (percent)

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

	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>

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

- No
 Yes

PART I.--GENERAL INFORMATION--Continued

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

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

I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

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

II-1. **Contact information.**-- 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 barium carbonate since January 1, 2008.

<i>Check as many as appropriate</i>		<i>Please describe</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or production curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

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

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

No	Yes	If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.
<input type="checkbox"/>	<input type="checkbox"/>	

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

No	Yes	If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.
<input type="checkbox"/>	<input type="checkbox"/>	

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of barium carbonate for delivery after June 30, 2014?

No Yes--Fill out the table below.

Quantity (<i>in short tons</i>)				
Period/Source	Jul-Sept 2014	Oct-Dec 2014	Jan-Mar 2015	Apr-Jun 2015
China				
Other sources:¹				
¹ Identify your other sources:				

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

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

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

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of barium carbonate 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 year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity) (A)								
Imports:								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/ company transfers:								
Quantity (F)								
Value ¹ (G)								
Export shipments: ²								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to end users (quantity) (L)								

¹ 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 period identified above:

² Identify your firm's principal export markets: _____

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

RECONCILIATION OF SHIPMENTS								
<p><i>Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each year equal the quantity reported for total U.S. commercial shipments (i.e., line D) in each period.</i></p> <p><i>If the calculated fields below return values other than zero (i.e., "0"), the data in question II-7a needs to be revised prior to submission to the Commission.</i></p>								
Reconciliation Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
K + L – D = 0 (or revise data)	0	0	0	0	0	0	0	0
RECONCILIATION OF INVENTORY, IMPORTS, AND SHIPMENTS								
<p><i>Generally, the data reported for the end-of-period inventories (i.e., line J) in question II-7a should be equal to the beginning of period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H).</i></p> <p><i>Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, et cetera).</i></p> <p><i>If the calculated fields below return values other than zero (i.e., "0"), please correct any data errors in table II-7a or explain below.</i></p>								
Reconciliation Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Beginning inventories (A) + imports (B) – total shipments (D+F+H) – End-of-period inventories (J) =	0	0	0	0	0	0	0	0

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

II-7b. **U.S. shipments of barium carbonate from China in 2013, by type.**-- Report your firm's U.S. shipments (including U.S. commercial shipments and U.S. internal consumption/transfers), by type, related to the importation of barium carbonate in your U.S. establishment(s) during calendar year 2013.

Type of U.S. shipment:	Quantity (in short tons)	Value (in dollars)
Calcinated granular barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
Compacted (compressed) granular barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
Free-flowing powdered barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
Powdered barium carbonate other than free-flowing:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
High purity barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
RECONCILIATION²	0	0

¹ Identify these shipments and describe their uses:

² Please ensure that the total U.S. shipments by type of barium carbonate in question II-7b equals the 2013 quantity and value reported for shipments by type in question II-7a. If the reconciliation line above returns a value other than zero (i.e., "0"), please correct any data errors.

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

II-8a. **Imports from ALL OTHER SOURCES.**--Does your firm import barium carbonate from countries other than China?

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

ALL OTHER SOURCES COMBINED

(List sources: _____)

Item	Quantity (in short tons), value (in \$1,000)							
	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Beginning-of-period inventories (quantity) (A)								
Imports:								
Quantity (B)								
Value (C)								
U.S. shipments:								
Commercial shipments:								
Quantity (D)								
Value (E)								
Internal consumption/ company transfers:								
Quantity (F)								
Value ¹ (G)								
Export shipments:²								
Quantity (H)								
Value (I)								
End-of-period inventories (quantity) (J)								
Channels of distribution:								
U.S. commercial shipments to distributors (quantity) (K)								
U.S. commercial shipments to end users (quantity) (L)								

¹ 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 period identified above:

² Identify your firm's principal export markets: _____

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

RECONCILIATION OF SHIPMENTS								
<p><i>Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each year equal the quantity reported for total U.S. commercial shipments (i.e., line D) in each period.</i></p> <p><i>If the calculated fields below return values other than zero (i.e., "0"), the data in question II-8a needs to be revised prior to submission to the Commission.</i></p>								
Reconciliation Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
K + L – D = 0 (or revise data)	0	0	0	0	0	0	0	0
RECONCILIATION OF INVENTORY, IMPORTS, AND SHIPMENTS								
<p><i>Generally, the data reported for the end-of-period inventories (i.e., line J) in question II-8a should be equal to the beginning of period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H).</i></p> <p><i>Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, et cetera).</i></p> <p><i>If the calculated fields below return values other than zero (i.e., "0"), please correct any data errors in table II-8a or explain below.</i></p>								
Reconciliation Item	Calendar year						January-June	
	2008	2009	2010	2011	2012	2013	2013	2014
Beginning inventories (A) + imports (B) – total shipments (D+F+H) – End-of-period inventories(J) =	0	0	0	0	0	0	0	0

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

II-8b. **U.S. shipments of barium carbonate from all other sources in 2013, by type.**-- Report your firm's U.S. shipments (including U.S. commercial shipments and U.S. internal consumption/transfers), by type, related to the importation of barium carbonate in your U.S. establishment(s) during calendar year 2013.

Type of U.S. shipment:	Quantity (in short tons)	Value (in dollars)
Calcinated granular barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
Compacted (compressed) granular barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
Free-flowing powdered barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
Powdered barium carbonate other than free-flowing:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
High purity barium carbonate:		
U.S. commercial shipments to glass manufacturers		
U.S. commercial shipments to brick manufacturers		
U.S. commercial shipments to tile manufacturers		
U.S. internal consumption/transfers		
All other barium carbonate shipments ¹		
Total	0	0
RECONCILIATION²	0	-2
¹ Identify these shipments and describe their uses:		

² Please ensure that the total U.S. shipments by type of barium carbonate in question II-8b equals the 2013 quantity and value reported for shipments by type in question II-8a. If the reconciliation line above returns a value other than zero (i.e., "0"), please correct any data errors.

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

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

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

No	Yes	If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections your firm may provide.
<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Andrew Knipe (202-205-2390, andrew.knipe@usitc.gov).

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	

PRICE DATA

III-1. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since 2008 of the following products your firm imported from China:

Product 1.-- Granular barium carbonate, calcined, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Product 2.-- Granular barium carbonate, compacted (compressed), sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Product 3.-- Free-flowing powdered barium carbonate, similar to CPC's Micro-Flo™, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Product 4.-- Powdered barium carbonate other than free-flowing, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Please note that values should be **f.o.b., U.S. point of shipment** and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

During January 2008 – June 2014, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	Yes.-- Please complete the following pricing data table as appropriate.
<input type="checkbox"/>	No.-- Skip to question III-2.

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

III-1. **Price data (China) (continued).**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

CHINA

Report data in actual short tons and actual dollars (not 1,000s).

<i>(Quantity in short tons, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2008:								
January-March								
April-June								
July-September								
October-December								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

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

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of the product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

III-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of barium carbonate (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Pricing terms.**--

(a) What are your firm's typical sales terms for its imported barium carbonate?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported barium carbonate usually quoted? (*check one*)

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of its imported barium carbonate from China in 2013 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

	Type of sale			Total (should sum to 100%)
	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)	
Share of your 2013 sales	%	%	%	0.0

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

III-6. **Contract provisions.** -- Please fill out the table regarding your firm's typical sales contracts for barium carbonate 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"/>

III-7. **Lead times.**--What is the typical lead time between a customer's order and the date of delivery for your firm's sales of barium carbonate imported from China?

Source	Share of 2013 sales	Lead time (days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

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

III-8. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of barium carbonate imported from China that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your firm's customers' locations?
 your firm purchaser (*check one*)
- (c) When your firm sells barium carbonate imported from China, from where is it shipped?
 point of importation storage facility (*check one*)
- (d) Indicate the approximate percentage of your sales of barium carbonate 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
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100%)	0.0 %

- III-9. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold barium carbonate imported from any source since January 1, 2008 (check all that apply)?

Geographic area	China	All other countries
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>

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

III-10. **End uses.**--List the end uses of the barium carbonate that your firm imports from China, and whether granular or powdered barium carbonate is used. For each end-use product, what percentage of the total cost is accounted for by barium carbonate and other inputs?

End use products	Type of barium carbonate used		Share of total cost in each of the product(s) you produce accounted for by Total				Total	
	Granular barium carbonate	Powdered barium carbonate	Barium Carbonate		Other inputs			
	<input type="checkbox"/>	<input type="checkbox"/>	%	+	%	=	0.0	
	<input type="checkbox"/>	<input type="checkbox"/>	%	+	%	=	0.0	
	<input type="checkbox"/>	<input type="checkbox"/>	%	+	%	=	0.0	

III-11. **Changes in end uses.**-- Have there been any changes in the end uses of barium carbonate since January 1, 2008? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Substitutes.**-- Can other products be substituted for barium carbonate?

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 barium carbonate?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

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

III-13. Changes in substitutes.--

- (a) Have there been any changes in the number or types of products that can be substituted for barium carbonate since January 1, 2008? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Have there been any changes in the number or types of products that can be substituted for CPC's Micro-Flo™ product since January 1, 2008? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. Raw materials.-- Indicate how barium carbonate raw materials prices have changed since January 1, 2008, and how you expect they will change in the future.

Raw materials prices	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for barium carbonate.
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-15. **Availability of supply.**--Has the availability of barium carbonate in the U.S. market changed since January 1, 2008? Do you anticipate any future changes?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
Changes since 2008:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes:			
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **International transportation.**--

(a) Who typically arranges international transportation for your firm's imports?

Exporter	Importer
<input type="checkbox"/>	<input type="checkbox"/>

(b) If your firm typically arranges international transportation:

For 2013, report or estimate the average cost to ship typical volumes of barium carbonate from the listed country to the United States	Dollars per short ton
China	

III-17. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of barium carbonate since January 1, 2008? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2008	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-18. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for barium carbonate has changed since January 1, 2008, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Demand since 2008					
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"/>	
Anticipated future demand					
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-19. **Conditions of competition.**--

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-20.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for barium carbonate since January 1, 2008?

No	Yes	If yes, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

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

III-20. **Price comparisons.**--Please compare market prices of barium carbonate in U.S. and non-U.S. markets if known. Provide information as to time periods and regions for any price comparisons.

--

III-21. **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 carbonate 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 2008 to the present and forecasts for the future.

III-22. **Interchangeability.**--Is barium carbonate 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:

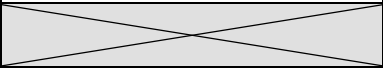
A = the products from a specified country-pair are *always* interchangeable

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	Other countries
United States		
China		
For any country-pair producing barium carbonate that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:		

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

III-23. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, etc.) between barium carbonate produced in the United States and in other countries a significant factor in your firm's sales 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	Other countries
United States		
China	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of barium carbonate, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

III-24. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below.