

U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Andrew Knipe (202-205-2390), andrew.knipe@usitc.gov.

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
Website _____
Has your firm purchased barium carbonate (as defined in the instruction booklet) <u>from any source</u> (domestic or foreign) at any time since January 1, 2008?
<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 <i>Drop Box</i> by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: BACO)

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 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 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 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, if different from that listed on the cover page (see page 3 of the instruction booklet for reporting guidelines).

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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)

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

No Yes--List the following information.

Firm name	Address	Affiliation

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that produce barium carbonate?

No Yes--List the following information.

Firm name and country	Address	Affiliation

I-7. **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	If yes, please provide these documents. If you are not providing the requested documents, please explain why not.
<input type="checkbox"/>	<input type="checkbox"/>	

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.**—

- (a) Please estimate your firm's total U.S. purchases of barium carbonate in 2013. (Do not include imports for which your firm was the importer of record; such imports should be reported in your U.S. importer's questionnaire).

	2013 purchases of granular barium carbonate	2013 purchases of powdered barium carbonate
Quantity (short tons)		

- (b) Estimate the percentage of the quantity of your firm's purchases of barium carbonate in 2013 that were produced in each of the specified countries.

Barium carbonate produced in:	Share of quantity of 2013 purchases	
	Granular barium carbonate	Powdered barium carbonate
United States	%	%
China	%	%
All other countries¹	%	%
Total (should sum to 100%)	0.0 %	0.0 %
¹ Please identify these countries: -		

PART II.--PURCHASES--Continued

II-1. **Purchases.**— (continued)

- (c) Please estimate the percentage of your 2013 purchases of granular barium carbonate that was calcined and the percentage that was compacted (compressed).

<u>Granular</u> barium carbonate produced in:	Share of quantity of 2013 purchases		
	Calcined	Compacted (compressed)	Total (should sum to 100% across)
United States	%	%	0.0 %
China	%	%	0.0 %
All other countries	%	%	0.0 %

- (d) Please estimate the percentage of your 2013 purchases of powdered barium carbonate that was free flowing, such as CPC's Micro-Flo™, and the percentage that was other than free-flowing.

<u>Powdered</u> barium carbonate produced in:	Share of quantity of 2013 purchases		
	Free-flowing	Other than free-flowing	Total (should sum to 100% across)
United States	%	%	0.0 %
China	%	%	0.0 %
All other countries	%	%	0.0 %

- II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of barium carbonate from different sources have changed since January 1, 2008.

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"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

PART II.--PURCHASES--Continued

II-3. **High-purity barium carbonate.**--Has your firm purchased high-purity barium carbonate?

No	Yes	Quantity of 2013 purchases (short tons)	Identify the country of origin of the high-purity barium carbonate purchased by your firm.
<input type="checkbox"/>	<input type="checkbox"/>		

II-4. **Purchases from one country only.**--If your firm has purchased barium carbonate from only one country, please explain the reasons for doing so.

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II-5. **Supplier identification.**-- Please list your firm's **FIVE** largest suppliers for barium carbonate since January 1, 2008. Also, provide the share of the quantity of your firm's total purchases of barium carbonate that each of these suppliers accounted for in 2013.

No.	Supplier's name	City and state	Share of quantity of 2013 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 barium carbonate (check all that apply)?

Firm type	Describe
<input type="checkbox"/> Glass manufacturer	
<input type="checkbox"/> Brick manufacturer	
<input type="checkbox"/> Tile manufacturer	
<input type="checkbox"/> Distributor	
<input type="checkbox"/> Other	

If your firm is a distributor of barium carbonate, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--Do you compete for sales to your customers with the manufacturers or importers from which you purchase barium carbonate?

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

III-3. **Types of customers.**--What are the major types of consumers to which you sell barium carbonate?

If your firm is an end user of barium carbonate, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products you make using barium carbonate, whether you use granular or powdered barium carbonate in their production, and estimate the percent of your total production cost that is accounted for by barium carbonate and by other inputs (such as labor, energy, and other raw materials).

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 %

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

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

- (a) Has the demand for your firm's final products incorporating barium carbonate changed since January 1, 2008?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

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

- III-6. **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-7. **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 price of this substitute affected the price for barium carbonate?		Explanation
			No	Yes	
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

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

III-8. 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"/>	

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

III-9. **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-10. **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-11. **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"/>	

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

III-12. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of barium carbonate that required barium carbonate produced in the United States.

	Estimated percentage of your firm's total 2013 purchases of barium carbonate
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons (explain: _____)	%
Total (should sum to 100%)	0.0 %

III-13. **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-14.
<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.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-14. **Decisions based on producer and country-of-origin.**--How often does your firm, and if you know, do your customers, make purchasing decisions involving barium carbonate based on its producer or country of origin?

	Always	Usually	Sometimes	Never	If at least sometimes, explain.
Decision based on producer					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Decision based on country of origin					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Supply constraints.**--Has any firm refused, declined, or been unable to supply barium carbonate since January 1, 2008 (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	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Purchasing frequency.**--

(a) How frequently do you make purchases of barium carbonate (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) Do you expect this purchasing frequency to change in the next two years?

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

III-17. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between _____ and _____ firms.

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

III-18. **Supplier negotiations.**--Do your purchases of barium carbonate usually involve negotiations between supplier and purchaser?

No	Yes	If yes, explain the factors you generally negotiate and note whether your firm quotes competing prices during negotiations.
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Change in suppliers.**--Have you changed suppliers since January 1, 2008?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2008?

No	Yes	If yes, please identify the firms.
<input type="checkbox"/>	<input type="checkbox"/>	

(b) Do you expect new barium carbonate suppliers to enter the U.S. market?

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

III-21. **Supplier qualification** --Do you require your suppliers to be or to become certified or qualified to sell barium carbonate to your firm?

If yes, provide the following information.

- The number of days to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Process and factors
<input type="checkbox"/>	<input type="checkbox"/>		

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

III-22. **Failure to certify.**--Since January 1, 2008, have any domestic or foreign producers failed in their attempts to certify or qualify their barium carbonate with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-23. **Major purchasing factors.**-- Please list, in order of their importance, the three major factors your firm considers in deciding from whom to purchase barium carbonate (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-24. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for barium carbonate.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<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-25. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of barium carbonate?

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III-26. **Frequency of decisions based on price.**--How often does your firm purchase the barium carbonate that is offered at the lowest price?

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

III-27. **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 barium carbonate market since January 1, 2008.

Firm(s)	Describe how the firm(s) exhibited price leadership

III-28. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. barium carbonate industry since January 1, 2008 and explain the factors, including the order(s) under review, that were responsible for each improvement/change.

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(b) Please discuss any improvements/changes that you anticipate in the future in the U.S. barium carbonate industry. Identify the time period and causes for these improvements/changes.

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

III-29. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the antidumping duty order for imports of barium carbonate from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring.

(1) Activities of your firm	
(2) Entire U.S. market	

PART IV.-- PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for barium carbonate for which your firm has actual marketing/pricing knowledge.

United States	China	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **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 which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:		

PART IV.-- PRODUCT COMPARISONS--Continued

IV-3. **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 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	Other countries
United States		
China		
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 purchases of barium carbonate, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of barium carbonate available only from certain country sources?

No	Yes	If yes, please identify the countries and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Choice of product not based on price.**--If you purchased barium carbonate from one source, although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country).

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how barium carbonate produced in each country you identified in your response to the first question in Part IV compares with barium carbonate produced in each of the other countries you identified.

If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

	<u>product from United States compared to product from China</u>			<u>product from United States compared to product from Nonsubject countries</u>			<u>product from China compared to product from 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"/>
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"/>
Price¹	<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"/>
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"/>
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"/>
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"/>
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 costs¹	<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. **Minimum quality**--How often does barium carbonate from the following countries meet minimum quality specifications for your uses or your 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"/>
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"/>

IV-8. **Change in price**--

(a) Since January 1, 2008, has there been a change in the price of barium carbonate? If so, has the price of U.S.-produced barium carbonate changed more or less than the price of imported barium carbonate from China?

<input type="checkbox"/>	No change in price.
<input type="checkbox"/>	Prices have changed by the same amount.
<input type="checkbox"/>	Price of U.S.-produced barium carbonate has changed relative to the price of barium carbonate from China.

(b) If the price of U.S.-produced barium carbonate has changed relative to the price of barium carbonate from China, the price of U.S.-produced barium carbonate is now relatively

Higher	Lower	
<input type="checkbox"/>	<input type="checkbox"/>	than that from China.

IV-9. **Other explanations**--If your firm would like to further explain a response to a question that did not provide a narrative response box, please note the question number(s) and the explanation(s) in the space provided below.