

## U.S. PURCHASERS' QUESTIONNAIRE

### CERTAIN AMORPHOUS SILICA FABRIC FROM CHINA

**This questionnaire must be received by the Commission by November 10, 2016**  
***See the last page for filing instructions.***

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning Amorphous Silica Fabric ("ASF") from China (Inv. Nos. 701-TA-555 and 731-TA-1310 (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 Andrew Knipe (202-205-2390, andrew.knipe@usitc.gov).

<b>Name of firm</b> _____		
<b>Address</b> _____		
<b>City</b> _____	<b>State</b> _____	<b>Zip Code</b> _____
<b>Website</b> _____		
Has your firm purchased ASF (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2013?		
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)	
<input type="checkbox"/> <b>YES</b>	(Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)	
<b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: ASF2)</b>		

#### 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, the undersigned, acknowledge that information submitted in response to this request for information and throughout this investigation or other proceeding may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

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

**PART I.—GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to a petition filed on January 20, 2016, by Auburn Manufacturing, Inc., Mechanic Falls, Maine. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2016/certain\\_amorphous\\_silica\\_fabric\\_china/final.htm](https://www.usitc.gov/investigations/701731/2016/certain_amorphous_silica_fabric_china/final.htm).

**ASF** covered by these investigations is woven, industrial grade amorphous silica fabric ("ASF"), which contains a minimum of 90 percent silica (SiO<sub>2</sub>) by nominal weight, and a nominal width in excess of 8 inches. The petition covers industrial grade ASF regardless of other materials contained in the fabric, regardless of whether in roll form or cut-to-length, regardless of weight, width (except for ASF tape, as discussed below), or length. The petition covers industrial grade ASF regardless of whether the product is approved by a standards testing body (such as being Factory Mutual ("FM") Approved), or regardless of whether it meets any governmental specification.

Industrial grade ASF may be produced in various colors. The petition covers industrial grade ASF regardless of whether the fabric is colored. Industrial grade ASF may be coated or treated with materials that include, but are not limited to, oils, vermiculite, acrylic latex compound, silicone, aluminized polyester (Mylar®) film, pressure-sensitive adhesive, or other coatings and treatments. The petition covers industrial grade ASF regardless of whether the fabric is coated or treated. Industrial grade ASF may be heat-cleaned. The petition covers industrial grade ASF regardless of whether the fabric is heat-cleaned.

Industrial grade ASF may be imported in rolls or may be cut-to-length and then further fabricated to make welding curtains, welding blankets, welding pads, fire blankets, fire pads, or fire screens. Regardless of the name, all industrial grade ASF that has been further cut-to-length or cut-to-width or further finished by finishing the edges and/or adding grommets, is included within the scope of these petitions.

Subject merchandise also includes (1) any industrial grade ASF that has been converted into industrial grade ASF in China from fiberglass cloth produced in a third country; and (2) ASF that has been further processed in a third country, including but not limited to treating, coating, slitting, cutting to length, cutting to width, finishing the edges, adding grommets, or any other processing that would not otherwise remove the merchandise from the scope of the investigations if performed in the country of manufacture of the in-scope industrial grade ASF.

Excluded from the scope of the petitions is ASF that is subjected to controlled shrinkage, which is also called "pre-shrunk" or "aerospace grade" ASF. In order to be excluded as a pre-shrunk or aerospace grade ASF, the ASF must meet the following exclusion criteria: (1) the ASF must contain a minimum of 98 percent silica (SiO<sub>2</sub>) by nominal weight; (2) the ASF must have an areal shrinkage of 4 percent or less; (3) the ASF must contain no coatings or treatments; and (4) the ASF must be white in color. For purposes of this scope, "areal shrinkage" refers to the extent to which a specimen of ASF shrinks while subjected to heating at 1800 degrees F for 30 minutes.

Also excluded from the scope are ASF rope and tubing (or sleeving). ASF rope is a knitted or braided product made from amorphous silica yarns. Silica tubing (or sleeving) is braided into a hollow sleeve from amorphous silica yarns.

The subject imports are normally imported under statistical reporting numbers 7019.59.4021, 7019.59.4096, 7019.59.9021, and 7019.59.9096 of the Harmonized Tariff Schedule of the United States ("HTSUS"), but may also enter under HTSUS items 7019.90.1000 or 7019.90.5050. HTSUS provisions are

provided for convenience and customs purposes only; the written description of the scope of these investigations is dispositive.

**Purchaser.**--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing ASF from another firm that produces, imports, or otherwise distributes ASF.

**Reporting of information.**--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e. a producer or importer questionnaire as well as a purchaser questionnaire), you need not respond to duplicate questions.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (*see* 19 U.S.C. 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E Street SW, Washington, DC 20436.

I-2. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

**“Establishment”**--Each facility of a firm involved in the purchase of ASF, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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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, which import ASF from China into the United States or which export ASF from China to the United States?

No       Yes--List the following information.

Firm name	Address	Affiliation

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

No       Yes--List the following information.

Firm name	Address	Affiliation

**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 your firm's total U.S. purchases of ASF by grade. (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.) For purposes of this question, the term "Fabrication Grade" refers to any product that is marketed for enhanced abrasion resistance and dimensional stability for fabrication purposes, and the term "mid-silica fabric" refers to fabric with a silica content of between 70 and 90 percent.

Item	2013	2014	2015
	Quantity (in kilograms)		
<b>Purchases of fabrication grade ASF produced in--</b>			
United States			
China			
All other countries <sup>1</sup>			
Sources unknown			
<sup>1</sup> Please identify these countries:			
<b>Purchases of other ASF produced in--</b>			
United States			
China			
All other countries <sup>2</sup>			
Sources unknown			
<sup>2</sup> Please identify these countries:			
<b>Purchases of mid-silica fabric produced in--</b>			
United States			
China			
All other countries <sup>3</sup>			
Sources unknown			
<sup>3</sup> Please identify these countries:			
Total purchases	0	0	0

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of ASF from different sources have changed since January 1, 2013.

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"/>	
Sources unknown	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Purchases from one country only.**--If your firm has purchased ASF from only one country, please explain the reasons for doing so.

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for ASF since January 1, 2013. Also, provide the share of the quantity of your firm's total purchases of ASF that each of these suppliers accounted for in 2015.

No.	Supplier's name	City and state	Share of quantity of 2015 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 ASF? (Check all that apply)

End user: Military	End user: Military contractor	End user: Non-military	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases ASF?

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 your firm sells ASF?

End user: Military	End user: Military contractor	End user: Non-military	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



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

**III-4. End uses.—**

- (a) List the top 3 products your firm makes using ASF and estimate the percent of your total production cost that is accounted for by ASF and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	ASF		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

- (b) If your firm is an end user of fabrication grade/high strength ASF, please describe the products made with fabrication grade/high strength ASF and the applications in which these products are used. For purposes of this question, the term “Fabrication Grade” refers to any product that is marketed for enhanced abrasion resistance and dimensional stability for fabrication purposes.

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

- (a) Has the demand for your firm’s final products incorporating ASF changed since January 1, 2013?

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 ASF?

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

III-6. **Substitutes**--

(a) Can any other products be substituted for ASF?

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

(b) Can mid-silica fabric (with a silica content of between 70 and 90 percent) be used as a substitute for ASF in any applications? If no, please explain the applications for which it is not substitutable and the factors that limit its substitutability. If yes, please explain the application(s) in which it can be substituted and the factors that make it substitutable.

	List application(s)	Explain
<input type="checkbox"/> No		
<input type="checkbox"/> Yes		

(c) Can fabrication grade/high strength ASF be used as a substitute for other (i.e. non-fabrication grade/high strength) ASF in any applications? If no, please explain the applications for which it is not substitutable and the factors that limit its substitutability. If yes, please explain the application(s) in which it can be substituted and the factors that make it substitutable.

	List application(s)	Explain
<input type="checkbox"/> No		
<input type="checkbox"/> Yes		

III-7. **Demand trends.**--Indicate how demand for ASF within the United States and outside of the United States (if known) has changed since January 1, 2013. 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-8. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2015 purchases of ASF that required ASF produced in the United States.

	Estimated percentage of your firm's total 2015 purchases of ASF
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (e.g., government purchases under "Buy American" provisions including the "Berry Amendment")	%
<b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>	%
<b>Purchases that were required to be domestic product for other reasons</b> (explain: )	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-9. **Conditions of competition.**--

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

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-10.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) Have there been any changes in the business cycles or conditions of competition for ASF since January 1, 2013?

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

III-10. **Decisions based on producer or country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving ASF based on its producer or country of origin?

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

III-11. **Availability of supply.**--Has the availability of ASF in the U.S. market changed since January 1, 2013?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the 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-12. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with ASF since January 1, 2013 (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-13. **Purchasing frequency.**--

(a) How frequently does your firm make purchases of ASF (check one)?

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

(b) Has this purchasing frequency changed since January 1, 2013?

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

III-14. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms

III-15. **Supplier negotiations.**--Does your firm's purchases of ASF usually involve negotiations between supplier and purchaser?

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

III-16. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2013?

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-17. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2013?

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

III-18. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell ASF to your firm?

If yes, provide the following information.

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

(a) Do you require the ASF you purchase to be qualified to the military standard MIL-C-24576?

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

(b) Do you require the ASF you purchase to be qualified to the FM standard?

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

(c) Do you require the ASF you purchase to be qualified in any other way than to the military or FM standards?

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

III-19. **Failure to certify.**--Since January 1, 2013, have any domestic or foreign producers failed in their attempts to certify or qualify their ASF 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-20. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase ASF (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-21. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for ASF.

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"/>
Fabric strength	<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 meets FM standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets military standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Surface finish	<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"/>

III-22. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of ASF?

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III-23. **Frequency of decisions based on price.**--How often does your firm purchase the ASF that is offered at the lowest price?

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

III-24. **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 consider price leaders in the ASF market since January 1, 2013.

<b>Firm(s)</b>	<b>Describe how the firm(s) exhibited price leadership</b>

III-25. **Purchasing subject imports rather than domestic products.**--

(a) Since January 2013, did your firm purchase imports of ASF from China instead of U.S.-produced ASF?

<b>Yes</b> <b>(also respond to parts (b) and (c))</b>	<b>No</b> <b>(If "No", skip to next question)</b>
<input type="checkbox"/>	<input type="checkbox"/>

(b) If you responded "Yes" to part (a), was the imported product from China priced lower than the domestic product?

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



- (c) If you responded "Yes" to part (a), was price a primary reason for purchasing subject imports from China rather than domestic product?

<b>Yes</b>	<b>If Yes, estimate the quantity of imports purchased instead of domestic product since January 2013 (in kilograms)</b>	<b>No</b>	<b>If No, please indicate the reason your firm purchased imports instead of domestic product</b>
<input type="checkbox"/>		<input type="checkbox"/>	

III-26. **U.S. producers and import competition.--**

- (a) Since January 1, 2013, in connection with a sale or offer to sell ASF to your firm, did U.S. producers reduce their prices of domestically produced ASF in order to compete with lower-priced imports of ASF from China?

<b>Yes (also respond to question part (b))</b>	<b>No (If "No", skip to next question)</b>	<b>Don't know</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If your firm responded "yes", please provide an estimate of the reduction in U.S. producers' prices, and any additional explanations, such as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors.

<b>Estimated reduction in U.S. prices (percent)</b>	<b>Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors</b>
%	

**PART IV.—PRODUCT COMPARISONS**

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

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

IV-2. **Interchangeability.**--Is ASF 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 O 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

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

Country-pair	China	Other countries
United States		
China	X	
For any country-pair producing ASF 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:		

IV-3. **Factors other than price.**--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between ASF 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 O 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
- O = *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 purchases of ASF, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-4. **Country preferences.**--Do you or your customers ever specifically order ASF from one country in particular over other possible sources of supply?

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

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of ASF only available from certain country sources?

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

IV-6. **Choice of product not based on price.**--If you purchased ASF from one country 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).

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how ASF produced in each country you identified in your response to the first question in Part IV compares with ASF 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.***

Factor	Product from <u>United States</u> compared to product from <u>China</u>			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>		
	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"/>
Fabric strength	<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 <sup>1</sup>	<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 meets FM 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 military 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"/>
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"/>
Surface finish	<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 <sup>1</sup>	<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"/>

<sup>1</sup> 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.

IV-8. **Minimum quality.**--How often does ASF from the following countries meet minimum quality specifications for your uses or your customers' uses?

<b>Source</b>	<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Rarely or never</b>	<b>Don't know</b>
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"/>

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

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**PART V.—RFQs/BID DATA FOR SALES OF ASF**

- V-1. **Bid data.**--If your firm is a prime contractor for the U.S. Navy and purchased ASF through RFQs/bids, please contact Andrew Knipe (202-205-2390, [andrew.knipe@usitc.gov](mailto:andrew.knipe@usitc.gov)) for an additional set of questions related to your purchases from RFQs/bids.

## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://www.usitc.gov/investigations/701731/2016/certain\\_amorphous\\_silica\\_fabric\\_c\\_hina/final.htm](https://www.usitc.gov/investigations/701731/2016/certain_amorphous_silica_fabric_c_hina/final.htm)

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Secure Drop Box.**--Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

**Web address:** <https://dropbox.usitc.gov/oinv/>      **Pin:** **ASF2**

- **E-mail.**--E-mail the MS Word questionnaire to [andrew.knipe@usitc.gov](mailto:andrew.knipe@usitc.gov) ; include a scanned copy of the signed certification page (page 1). *Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not purchase this product,** please fill out page 1, print, sign, and submit a scanned copy to the Commission.

***Parties to this proceeding.***--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire your firm submits (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.