

U.S. PURCHASERS' QUESTIONNAIRE

CAST IRON SOIL PIPE FROM CHINA

This questionnaire must be received by the Commission by **October 18, 2018**
See 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 duty and antidumping investigations concerning cast iron soil pipe from China (Inv. Nos. 701-TA-597 and 731-TA-1407 (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).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm purchased cast iron soil pipe (as defined on next page) from <u>any</u> source (domestic or foreign) at any time since January 1, 2015?</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 (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (PIN: CISP)</p>
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CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.

I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings 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

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on January 26, 2018, by Cast Iron Soil Pipe Institute ("CISPI"), Mundelein, IL. 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 ("Commerce") makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at https://usitc.gov/investigations/701731/2018/cast_iron_soil_pipe_china/final.htm.

Cast iron soil pipe covered by these investigations is cast iron soil pipe, whether finished or unfinished, regardless of industry or proprietary specifications, and regardless of wall thickness, length, diameter, surface finish, end finish, or stenciling. Both hubless and hub and spigot cast iron soil pipe are included in the scope of this investigation. Cast iron soil pipe is nonmalleable iron pipe of various designs and sizes. Cast iron soil pipe is generally distinguished from other types of nonmalleable cast iron pipe by the manner in which it is connected to cast iron soil pipe fittings.

Cast iron soil pipe is classified into two major types – hubless and hub and spigot. Hubless cast iron soil pipe is manufactured without a hub, generally in compliance with Cast Iron Soil Pipe Institute ("CISPI") specification 301 and/or American Society for Testing and Materials ("ASTM") specification A888. Hub and spigot pipe has one or more hubs into which the spigot (plain end) of a fitting is inserted. All pipe meeting the physical description set forth above is covered by the scope of this investigation, whether or not produced according to a particular standard.

The subject imports are currently classified in statistical reporting number 7303.00.0030 of the Harmonized Tariff Schedule of the United States (HTSUS): Cast iron soil pipe. The HTSUS subheading and specifications 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 cast iron soil pipe from another firm that produces, imports, or otherwise distributes cast iron soil pipe.

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, importer, and/or purchaser questionnaire), you need not respond to duplicated 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.

PLEASE NOTE: IF YOU NEED ROOM TO EXPLAIN OR CLARIFY A RESPONSE TO A QUESTION WHERE THERE IS NOT AN ANSWER BOX PROVIDED, PART V OF THIS QUESTIONNAIRE ALLOWS FOR SUCH RESPONSES, OR FOR OTHER INFORMATION PERTINENT TO THE INVESTIGATIONS.

I-1. **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 response.**

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

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I-2. **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-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import cast iron soil pipe into the United States or which export cast iron soil pipe to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce cast iron soil pipe?

No Yes--List the following information.

Firm name	Country	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	

II-1. **Purchases and imports.**--Report separately your firm’s domestic purchases and imports of cast iron soil pipe.

“Purchase” – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

“Import” – Purchase directly from a foreign supplier and your firm is the importer of record. (Note: Import quantities and values reported below should match those reported in the importers’ questionnaire completed by your firm. An importer questionnaire can be retrieved from https://usitc.gov/investigations/701731/2018/cast_iron_soil_pipe_china/final.htm)

VALUE SHOULD BE THE FINAL AMOUNT PAID NET OF ALL REBATES AND INCENTIVES.

Item	2015	2016	2017
	Value – net of all rebates, promotional incentives, etc. ² (in dollars)		
Purchases of cast iron soil pipe produced in—			
United States			
China			
All other countries ¹			
Sources unknown			
Total purchases	0	0	0
Imports of cast iron soil pipe from—			
China			
All other countries ¹			
Total imports	0	0	0
¹ Please identify these countries: Purchases: Imports:			
² Values should reflect the final net amount paid by your firm (i.e., should be net of all deductions for discounts, direct and indirect rebates, truckload rebates, promotional assistance, etc.).			

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of cast iron soil pipe from different sources have changed since January 1, 2015.

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. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the cast iron soil pipe market.

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

II-4. **Suppliers.**--

- (a) How many suppliers does your firm generally contact before making a purchase? Between ____ and ____ firms.
- (b) From how many suppliers do you currently purchase cast iron soil pipe? ____
- (c) Approximately how long have you been purchasing cast iron soil pipe from this supplier/these suppliers? ____ years
- (d) Which firm(s) do you consider to be the main competitor(s) with your current supplier(s) of cast iron soil pipe?

II-4. **Suppliers (continued).**--

(e) Since January 1, 2015, did you purchase cast iron soil pipe fittings from a supplier other than the supplier(s) you had purchased from prior to 2015?

No (skip to part (g))	Yes	If yes, Please list the suppliers and the reason(s) for the change.
<input type="checkbox"/>	<input type="checkbox"/>	

(f) Did your firm incur any costs or lose any benefits from purchasing cast iron soil pipe from a different supplier?

No	Yes	If yes...
<input type="checkbox"/>	<input type="checkbox"/>	Approximately how much were these costs or lost benefits? \$ _____ Describe the costs or lost benefits you incurred:

(g) Would you have incurred any costs or lost any benefits if you had changed suppliers since January 1, 2015?

No	Yes	If yes...
<input type="checkbox"/>	<input type="checkbox"/>	Approximately how much would these costs or lost benefits have been? \$ _____ Describe the costs or lost benefits you would have incurred:

(h) How likely are to you change suppliers of cast iron soil pipe?

Year	Extremely likely	Very likely	Somewhat likely	Slightly likely	Not at all likely
... in 2018?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
... in 2019?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

II-5. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for cast iron soil pipe since January 1, 2015. Also, provide the share of the quantity of your firm's total purchases of cast iron soil pipe that each of these suppliers accounted for in 2017.

No.	Supplier's name	City and state	Share of quantity of 2017 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 cast iron soil pipe (check all that apply)?

Distributor	Plumber/ contractor	Other end user	Describe "other end user" if checked
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

If your firm is a distributor of cast iron soil pipe, please answer questions III-2, III-3, and III-4.

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

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 cast iron soil pipe?

III-4. **Types of customers.**--Do different types of consumers to which your firm sells cast iron soil pipe have differing requirements for the cast iron soil pipe they purchase?

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

If your firm is an end user of cast iron soil pipe, please answer questions III-5 and III-6.

III-5. **End uses.**--List the top 3 products your firm makes using cast iron soil pipe and estimate the percent of your total production cost that is accounted for by cast iron soil pipe 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)
	Cast iron soil pipe		Other inputs		
Building wastewater plumbing system	%	+	%	=	0.0 %
Building/structure (estimated low end of cost share of cast iron soil pipe)	%	+	%	=	0.0 %
Building/structure (estimated high end of cost share of cast iron soil pipe)	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

III-6. **Demand for end use products.**--

(a) Has the demand for your firm's final products incorporating cast iron soil pipe changed since January 1, 2015?

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 cast iron soil pipe?

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

III-7. **Substitutes.**--Can other products be substituted for cast iron soil pipe?

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 cast iron soil pipe?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for cast iron soil pipe has changed since January 1, 2015. Explain any trends and describe the principal factors that have affected these changes in demand.

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

III-9. **Country preferences.**--Do you or your customers ever specifically order cast iron soil pipe 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"/>	

III-10. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2017 purchases of cast iron soil pipe that required cast iron soil pipe produced in the United States.

	Estimated percentage of your firm's total 2017 purchases of cast iron soil pipe
Purchases that did not require domestic product	%
Purchases that were required by federal law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were required by state/local law or regulation to be domestic (e.g., to meet local plumbing codes)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product by another organization (e.g., local plumbers' union rules/preferences)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product for some other reason (e.g., customer preference)	%
Purchases that were required to be domestic product for other reasons (e.g., CISPI certified, other) (explain:)	%
Total (should sum to 100.0%)	0.0 %

III-11. Conditions of competition.--

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

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question III-12.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

- (b) Have there been any changes in the business cycles or conditions of competition for cast iron soil pipe since January 1, 2015?

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

III-12. Decisions based on producer and country-of-origin.--How often does your firm, and if known, do your customers, make purchasing decisions involving cast iron soil pipe 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-13. **Availability of supply.**--Has the availability of cast iron soil pipe in the U.S. market changed since January 1, 2015?

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"/>	
Imports from China	<input type="checkbox"/>	<input type="checkbox"/>	
Imports from other countries	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with cast iron soil pipe since January 1, 2015 (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, being unable to meet timely shipment commitments, etc.)?

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

III-15. **Availability of specific product types.**--Are certain grades/types/sizes of cast iron soil pipe only available from certain country sources (e.g., epoxy-coated cast iron soil pipe)?

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

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

(a) How frequently does your firm make purchases of cast iron soil pipe (check one)?

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

(b) Has this purchasing frequency changed since January 1, 2015?

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

III-17. Purchase bundles.--

- (a) Do your firm's purchases of cast iron soil pipe also usually involve purchases of products other than cast iron soil pipe such as cast iron soil pipe fittings, couplings, gaskets, plastic pipe and fittings, etc.?

No (skip to III-18)	Yes	If yes, list the types of products involved in these purchases.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Are cast iron soil pipe purchases invoiced separately or as part of the purchase bundle with products other than cast iron soil pipe?

No	Yes	If yes, list the types of products also listed on these invoices.
<input type="checkbox"/>	<input type="checkbox"/>	

- (c) Does your firm pay different price list multipliers for cast iron soil pipe compared with products other than cast iron soil pipe such as cast iron soil pipe fittings, couplings, gaskets, plastic pipe and fittings, etc.?

No	Yes	If yes, list examples of recent purchases that have different multipliers including the approximate dates of those purchases.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. Supplier negotiations.--Do your firm's purchases of cast iron soil pipe 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-19. New suppliers.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2015?

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

III-20. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell cast iron soil pipe 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"/>		

III-21. **Failure to certify.**--Since January 1, 2015, have any domestic or foreign producers failed in their attempts to certify or qualify their cast iron soil pipe 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-22. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase cast iron soil pipe (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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

III-23. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for cast iron soil pipe.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of epoxy-coated product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bundled products – with cast iron pipe fittings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bundled products – with plastic pipe & fittings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CISPI certified	<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"/>
Promotional incentives (non-rebate)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rebates – to your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rebates – to your customers	<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"/>
Traditional supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-24. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of cast iron soil pipe?

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III-25. **Minimum quality.**--How often does cast iron soil pipe 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"/>

III-26. **Frequency of decisions based on price.**--How often does your firm purchase the cast iron soil pipe 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 cast iron soil pipe market since January 1, 2015.

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

III-28. **Purchasing subject imports rather than domestic products.—**

(a) Since January 2015, did your firm purchase imports of cast iron soil pipe from China instead of U.S.-produced cast iron soil pipe?

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

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

Source	Yes	No
China	<input type="checkbox"/>	<input type="checkbox"/>

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

Source	Yes	If Yes, estimate the total value of imports purchased instead of domestic product since January 2015 (dollars)	No	If No, please indicate the reason your firm purchased imports instead of domestic product
China	<input type="checkbox"/>		<input type="checkbox"/>	

III-29. **Anti-competitive allegations.**--Have the following issues affected your firm and the market for cast iron soil pipe in general since January 1, 2015?

- (a) The Federal Trade Commission's inquiry and 2013 consent order regarding Charlotte Pipe's 2010 acquisition of Star Pipe (see <https://www.ftc.gov/news-events/press-releases/2013/04/charlotte-pipe-and-foundry-settles-charges-its-2010-purchase-star>)

	No	Yes	If yes, describe the effect(s)
Effect on your firm	<input type="checkbox"/>	<input type="checkbox"/>	
Effect on the market	<input type="checkbox"/>	<input type="checkbox"/>	
Effect on prices	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) The Federal Trade Commission's 2012 inquiry and 2014 finding regarding McWane, Star Pipe, and Sigma Corporation's price setting for ductile iron pipe fittings (see <https://www.ftc.gov/enforcement/cases-proceedings/101-0080b/mcwane-inc-star-pipe-products-ltd-matter>)

	No	Yes	If yes, describe the effect(s)
Effect on your firm	<input type="checkbox"/>	<input type="checkbox"/>	
Effect on the market	<input type="checkbox"/>	<input type="checkbox"/>	
Effect on prices	<input type="checkbox"/>	<input type="checkbox"/>	

- (c) The U.S. District Court litigation against Charlotte Pipe and McWane regarding alleged anti-competitive behavior, filed in 2014 and settled in 2017 (see <https://www.cohenmilstein.com/case-study/cast-iron-soil-pipe-and-fittings-antitrust-litigation>)

	No	Yes	If yes, describe the effect(s)
Effect on your firm	<input type="checkbox"/>	<input type="checkbox"/>	
Effect on the market	<input type="checkbox"/>	<input type="checkbox"/>	
Effect on prices	<input type="checkbox"/>	<input type="checkbox"/>	

- (i) Is/was your firm a party to the District Court settlement?

No	Yes	If yes, describe your role and the damages sought
<input type="checkbox"/>	<input type="checkbox"/>	

III-30. U.S. producers and import competition.—

- (a) Since January 1, 2015, in connection with a sale or offer to sell cast iron soil pipe to your firm, did U.S. producers reduce their prices of domestically produced cast iron soil pipe in order to compete with lower-priced imports of cast iron soil pipe from the subject countries?

Source	Yes (also respond to question part (b))	No (If "No" skip to next question)	Don't know
China	<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.

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

III-31. Pricing factors.—Rate (on a scale of 1 to 5) and describe the effect of the following factors on the prices your firm pays for cast iron soil pipe.

Factor	Rating of the factor					Describe the factor's impact
	No/Minimal effect		Substantial effect			
	1	2	3	4	5	
Rebates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Domestic requirements and/or preferences	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Availability of substitute products, e.g., plastic pipe	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Competition among U.S. producers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Availability of subject imports	<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"/>	

III-32. **Frequency of building variances.**--How frequently do the building projects for which you are supplying cast iron soil pipe a variance in the building plans that changes the manufacturer or source of the cast iron soil pipe to be used in that project?

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

III-33. **Regional requirements.**--In which regions/cities/areas are cast iron soil pipe required/used?

III-34. **Building requirements.**--In what types of building projects are cast iron soil pipe required?

III-35. **CISPI Trademark.**—

(a) What share of the cast iron soil pipe that your firm purchases carry the CISPI trademark?

0-1%	2-10%	11-50%	51-90%	91-98%	99-100%
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) What share of the cast iron soil pipe that your firm purchases can be used if building plans call for CISPI trademark materials?

0-1%	2-10%	11-50%	51-90%	91-98%	99-100%
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) Please list the steps required to substitute cast iron soil pipe that does not have the CISPI trademark if the building plans call for CISPI trademark product, if known.

(d) Typically how long (number of days) would it take to authorize the use of cast iron soil pipe that are not under the CISPI trademark if the original building plans call for CISPI trademark product? _____ days

(e) How much would this cost a contractor that decides to make this change? \$ _____

III-36. **Distributors' purchase prices.**--If your firm is a distributor with multiple locations, how are the prices each location pays for cast iron soil pipe determined?

Nationally	By region	By state	By individual location	Other:
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-37. **Importance of promotional activities.**--Please indicate whether the specified rebate program or other incentive was associated with your purchases of cast iron soil pipe below for each specified source from whom your firm purchased cast iron soil pipe, noting how each incentive impacted your purchasing decisions. In each box, report one of the following:

- 1 – Not offered
- 2 – Offered, minimal impact on purchasing decisions
- 3 – Offered, moderate impact on purchasing decisions
- 4 – Offered, substantial impact on purchasing decisions

Activity	United States	China	Other countries
Direct rebate ¹			
Indirect rebate ²			
Rebates to your customers			
Promotional allowances			
Bonus packs			
Bonus couplings/gaskets			
Other incentives			
Cumulative impact of all incentives			

¹ Rebates associated directly with the purchase/sale of cast iron soil pipe.

² Rebates associated with the purchase/sale of pipe system "bundles" which include cast iron soil pipe.

Please describe the most important promotional activities which affect your cast iron soil pipe decisions.

III-38. **Rebates.**--Describe the rebate programs you participated in with your supplier(s) of U.S. produced cast iron soil pipe in 2017.

(a) For **U.S.-produced** cast iron pipe:

Rebate description: Name, rebate percent, frequency of payment, and requirement(s) to receive the rebate	Type of rebate ¹		Total 2017 rebate(s) received:		
			Value of rebate (dollars)	Relevant cast iron soil pipe purchases ² (dollars)	Relevant other purchases (dollars)
	Direct	Indirect			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			

¹ A direct rebate is based solely on the purchases of cast iron soil pipe. An indirect rebate is based on the joint purchase of cast iron soil pipe and other products.

² The total value of the purchases that the rebate was based upon. If an indirect rebate, this should include your purchases of cast iron soil pipe and other products as well. If a direct rebate, the relevant other purchases should be 0.

(b) Please report any other important information regarding rebates not contained above:

III-38. **Rebates (continued).**--Describe the rebate programs you participated in with your supplier(s) of imported cast iron soil pipe in 2017.

(c) For **imported** cast iron pipe:

Rebate description: Name, rebate percent, frequency of payment, and requirement(s) to receive the rebate	Type of rebate ¹		Total 2017 rebate(s) received:		
			Value of rebate (dollars)	Relevant cast iron soil pipe purchases ² (dollars)	Relevant other purchases (dollars)
	Direct	Indirect			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			
Name: Percent: Frequency: Requirement(s):	<input type="checkbox"/>	<input type="checkbox"/>			

¹ A direct rebate is based solely on the purchases of cast iron soil pipe. An indirect rebate is based on the joint purchase of cast iron soil pipe and other products.

² The total value of the purchases that the rebate was based upon. If an indirect rebate, this should include your purchases of cast iron soil pipe and other products as well. If a direct rebate, the relevant other purchases should be 0.

(d) Please report any other important information regarding rebates not contained above:

PART IV.—PRODUCT COMPARISONS

IV-1. **Interchangeability.**--Is cast iron soil pipe 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 cast iron soil pipe 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-2. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between cast iron soil pipe 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 cast iron soil pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors:		

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how cast iron soil pipe produced in each country you identified in your response to the first question in Part IV compares with cast iron soil pipe 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>other countries</u>			Product from <u>China</u> compared to product from <u>other 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"/>
Availability of epoxy-coated product	<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"/>
Bundled products – with cast iron pipe fittings	<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"/>
Bundled products – with plastic pipe & fittings	<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"/>
CISPI certified	<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"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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"/>
Promotional incentives (non-rebate)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rebates – to your firm	<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"/>
Rebates – to your customers	<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"/>
Traditional supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART V.—ADDITIONAL INFORMATION

V-1. **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.

--

V-2. **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 St. SW, Washington, DC 20436.

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://usitc.gov/investigations/701731/2018/cast_iron_soil_pipe_china/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:** **CISP**

- **E-mail.**—E-mail the MS Word questionnaire to 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.