
U.S. PRODUCERS' QUESTIONNAIRE

QUARTZ SURFACE PRODUCTS FROM CHINA

This questionnaire must be received by the Commission by **January 18, 2019**
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 antidumping and countervailing duty investigations concerning quartz surface products from China (Inv. Nos. 701-TA-606 and 731-TA-1416 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm produced quartz surface products (as defined on next page) at any time since January 1, 2015?

NO (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

YES (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (PIN: **QSP)**

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings 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 April 17, 2018 by Cambria Company LLC, Eden Prairie, Minnesota. Antidumping and countervailing 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://www.usitc.gov/investigations/701731/2018/quartz_surface_products_china/final.htm

Quartz surface products (QSP) covered by these investigations are slabs and other surfaces created from a mixture of materials that includes predominately silica (e.g., quartz, quartz powder, cristobalite) as well as a resin binder (e.g., an unsaturated polyester). The incorporation of other materials, including, but not limited to, pigments, cement, or other additives does not remove the merchandise from the scope of these investigations. However, the scope of these investigations only includes products where the silica content is greater than any other single material, by actual weight. Quartz surface products are typically sold as rectangular slabs with a total surface area of approximately 45 to 60 square feet and a nominal thickness of one, two, or three centimeters. However, the scope of these investigations includes surface products of all other sizes, thicknesses, and shapes. In addition to slabs, the scope of these investigations includes, but is not limited to, other surfaces such as countertops, backsplashes, vanity tops, bar tops, work tops, tabletops, flooring, wall facing, shower surrounds, fire place surrounds, mantels, and tiles. Certain quartz surface products are covered by these investigations whether polished or unpolished, cut or uncut, fabricated or not fabricated, cured or uncured, edged or not edged, finished or unfinished, thermoformed or not thermoformed, packaged or unpackaged, and regardless of the type of surface finish.

In addition, quartz surface products are covered by these investigations whether or not they are imported attached to, or in conjunction with, non-subject merchandise such as sinks, sink bowls, vanities, cabinets, and furniture. If quartz surface products are imported attached to, or in conjunction with, such non-subject merchandise, only the quartz surface product is covered by the scope.

Subject merchandise includes material matching the above description that has been finished, packaged, or otherwise fabricated in a third country, including by cutting, polishing, curing, edging, thermoforming, attaching to, or packaging with another product, or any other finishing, packaging, or fabrication that would not otherwise remove the merchandise from the scope of these investigations if performed in the country of manufacture of the quartz surface products.

The scope of these investigations does not cover quarried stone surface products, such as granite, marble, soapstone, or quartzite. Specifically excluded from the scope of these investigations are crushed glass surface products. Crushed glass surface products are surface products in which the crushed glass content is greater than any other single material, by actual weight.

The products subject to the scope are currently classified in the Harmonized Tariff Schedule of the United States (HTSUS) under the following subheading: 6810.99.0010. Subject merchandise may also enter under subheadings 6810.11.0010, 6810.11.0070, 6810.19.1200, 6810.19.1400, 6810.19.5000, 6810.91.0000, 6810.99.0080, 6815.99.4070, 2506.10.0010, 2506.10.0050, 2506.20.0010, 2506.20.0080. The HTSUS subheadings set forth above are provided for convenience and U.S. Customs purposes only. The written description of the scope is dispositive.

Quartz surface products within the scope of these investigations include not fabricated slabs, fabricated quartz surface products, and custom-finished fully-fabricated quartz products.

Not fabricated slabs ("Slabs") are defined as quartz surface products that have not been fabricated or finished in any way (i.e. cutting to a specific size, edging, attaching to another product, or any other fabrication or finishing, etc.). Slabs require further fabrication to be ready for installation. Synonyms: Slabs, unfabricated quartz surface products, unfabricated QSP, not fabricated quartz surface products, not fabricated QSP, unfabricated slabs, quartz slabs.

Fabricated quartz surface products ("Fabs") are defined as quartz products that have been fabricated or finished to any degree (i.e. cutting to a specific size, edging, attaching to another product, or any other fabrication or finishing, etc.). Fabs may be ready for installation or may require some additional fabrication prior to installation. Synonyms: Fabs, fabricated quartz surface products, fabricated QSP, fabricated products.

Custom-finished fully-fabricated quartz surface products ("CFFFQSP") are defined as a fully finished fabricated quartz surface products designed to work with other quartz and non-quartz components and to be installed without further cutting or fabrication. CFFFQSP are quartz surface products fabricated with fully finished edges and joints, and all exposed surfaces are polished. CFFFQSP are created for particular projects that have already been completely designed, including details such as specialized edge styles, shapes and sizes of sinks, counter shapes, millwork, and other details. CFFFQSP has a range of prefinished products (e.g., vanities and backsplashes), assembled to form structural units or attached together to form a perceived single unit, which can be installed without further fabrication. CFFFQSP are a subset of fabricated quartz surface products.

Equation 1: $QSP = Slabs + Fabs$

Equation 2: $QSP = Slabs + (Parital Fabs + CFFFQSP)$

Equation 3: $Fabs = Parital Fabs + CFFFQSP$

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.

Data questions relating to domestic operations	Your firm's business model			
	Produces and sells slabs	Produces slabs, fabricates, sells	Buy slabs, fabricates and sells	Buy slabs, fabricates and installs
II-4 (overall fabrication capacity)	No	Yes	Yes	Yes
II-8 through II-11	Yes	Yes	No	No
II-12 through II-16	No	Yes	Yes	Yes
III-9a and III-9b	Yes	Yes	No	No
III-9c	No	No	Yes	Yes
IV-2a	Yes	No	No	No
IV-2b	No	Yes	Yes	Yes ¹

¹ Only if values can be reported exclusive of installation costs.

D-GRIDS tool.--The Commission has a tool that firms can use to move data from their own MS Excel compilation files into self-contained data tables within this MS Word questionnaire, thereby reducing the amount of cell-by-cell data entry that would be required to complete this form. This tool is a macro-enabled MS Excel file available for download from the Commission's generic questionnaires webpage (https://www.usitc.gov/trade_remedy/question.htm) called the "D-GRIDs tool." Use of this tool to help your firm complete this questionnaire is optional. Firms opting to use the D-GRIDs tool to populate their data into this questionnaire will need the D-GRIDs specification sheet PDF file specific to this proceeding (available on the case page which is linked under the "Background" above) which includes the necessary references relating to this questionnaire, as well as the macro-enable MS Excel D-GRIDs tool itself from the generic questionnaires page. More detailed instructions on how to use the D-GRIDs tool are available within the D-GRIDs tool itself.

I-1a. **OMB statistics**.--Please report below 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 50 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.

I-1b. **TAA information release**.--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes No

I-2. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. **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 production or fabrication of quartz surface products, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

(a) Please list slab production establishments covered by this questionnaire.

Slabs

Production establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
¹ Additional discussion on production establishments consolidated in this questionnaire: _____.			

I-2. **Establishments covered**.--*Continued*

(b) Please list fabrication establishments covered by this questionnaire.

Fabs

Fabrication establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
¹ Additional discussion on fabrication establishments consolidated in this questionnaire: _____.			

I-3. **Petitioner status**.--Is your firm the petitioner in this proceeding or a member firm of the petitioning entity?

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

I-4. **Petition support**.--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
China (AD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China (CVD)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-5. **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-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing quartz surface products from China into the United States or that are engaged in exporting quartz surface products from China to the United States?

No Yes--List the following information.

Firm name	Country	Affiliation

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of quartz surface products?

No Yes--List the following information.

Firm name	Country	Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Lawrence Jones** (202-205-3358, Lawrence.Jones@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	

II-2a. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production or fabrication of quartz surface products since January 1, 2015.

<i>(check as many as appropriate)</i>	<i>(If checked, please describe; leave blank if not applicable)</i>
<input type="checkbox"/> plant openings	
<input type="checkbox"/> plant closings	
<input type="checkbox"/> relocations	
<input type="checkbox"/> expansions	
<input type="checkbox"/> acquisitions	
<input type="checkbox"/> consolidations	
<input type="checkbox"/> prolonged shutdowns or production curtailments	
<input type="checkbox"/> revised labor agreements	
<input type="checkbox"/> other (e.g., technology)	

II-2b. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of its operations or organization (as noted above) relating to the production of quartz surface products in the future?

No	Yes	If yes, supply details as to the time, nature, and significance of such changes and provide underlying assumptions.
<input type="checkbox"/>	<input type="checkbox"/>	

II-2c. **Recent or future commencement of commercial operations.**--Did your firm recently commence commercial operations related to the production of quartz surface products in the United States, or does it plan to in the near future?

No	Yes	If yes—please describe the investments made in this facility to date, indicate the past or future start date for commercial operations, and provide the data on your projected capacity and production through 2020.
<input type="checkbox"/>	<input type="checkbox"/>	

Quantity (in square feet)			
Item	Projections		
	2018	2019	2020
Projected capacity¹ (quantity)			
Projected production (quantity)			

¹ Please explain the basis for your firm's projections. _____.

II-3a. **Product shifting for slabs.**--

- (i) Is your firm able to switch production (capacity) between the production of quartz slabs and other products using the same equipment and/or labor?

No	Yes	If yes (i.e., have produced other products or are able to produce other products)--Please identify other actual or potential products:
<input type="checkbox"/>	<input type="checkbox"/>	

- (ii) Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.

II-3b. **Production constraints for slab production.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity of quartz slabs.

II-4. **Shared capacity on fabrication machinery.**--Please report your firm's production (i.e, fabrication) of products using the same equipment, machinery, or employees as used to fabricate quartz surface products (either partially fabricated QSP or CFFFQSP), and the combined capacity on this shared equipment, machinery, or employees in the periods indicated.

"Overall fabrication capacity" or "capacity" -- The level of fabrication that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

"Fabrication" -- All activity that transforms slabs into fabricated quartz surface products in your U.S. establishment(s), including fabrication consumed internally within your firm and fabrication for another firm under a toll agreement.

Quantity (in square feet)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Overall fabrication capacity^{1 2 3}					
Fabrication of:					
Quartz surface products ⁴	0	0	0	0	0
Out-of-scope fabrication.--					
Granite					
Marble					
Other products ⁵					
Subtotal, out-of-scope fabrication	0	0	0	0	0
Total fabrication using same machinery or workers	0	0	0	0	0
¹ The overall fabrication capacity is based on operating _____ hours per week, _____ weeks per year. ² Please describe the constraints(s) that set the limit(s) on your firm's fabrication capacity. _____ ³ Please describe the methodology used to calculate overall fabrication capacity, and explain any changes in reported capacity. _____ ⁴ Data entered for production of quartz surface products will populate here once reported in question II-12. ⁵ Please identify these products: _____.					

II-5. **Tolling**--Since January 1, 2015, has your firm been involved in a toll agreement regarding the production or fabrication of quartz surface products?

“Toll agreement”--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No	Yes	If yes-- Please describe the toll arrangement(s) and name the firm(s) involved.
<input type="checkbox"/>	<input type="checkbox"/>	

II-6. **Foreign trade zones**--

(a) **Firm's FTZ operations**--Does your firm produce or fabricate quartz surface products in and/or admit quartz surface products into a foreign trade zone (FTZ)?

“Foreign trade zone” is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

No	Yes	If yes--Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Other firms' FTZ operations**--To your knowledge, do any firms in the United States import quartz surface products into a foreign trade zone (FTZ) for use in distribution of quartz surface products and/or the production of downstream articles?

No	Yes	If yes--Identify the firms and the FTZs.
<input type="checkbox"/>	<input type="checkbox"/>	

II-7. **Importer**--Since January 1, 2015, has your firm imported quartz surface products?

“Importer” -- The person or firm primarily liable for the payment of any duties on the merchandise, or an authorized agent acting on his behalf. The importer may be the consignee, or the importer of record.

No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	
		If yes-- <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>

- II-8. **Production, shipment, and inventory data--Slabs.**--Report your firm's production capacity, production, shipments, and inventories related to the production of quartz slabs in its U.S. establishment(s) during the specified periods.

"Average production capacity" or "capacity" -- The level of slab production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Production" -- All slab production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

"Commercial U.S. shipments" --Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" -- Product consumed internally by your firm. Such transactions are valued at fair market value. If your firm fabricates its quartz surface products prior to sale to a customer, report those shipments as internal consumption valued at fair market value of the unfabricated slabs.

"Transfers to related firms" --Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" --A firm that your firm solely or jointly owns, manages, or otherwise controls.

"Export shipments" --Shipments to destinations outside the United States, including shipments to related firms.

"Inventories"-- Finished goods inventory of not fabricated slabs, not raw materials or work-in-progress. Do not include inventories any fabricated quartz surface products.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-8. **Production, shipment, and inventory data--Slabs.--Continued.**

Slabs

Quantity (in square feet) and value (in dollars)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Average production capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments:					
Commercial shipments:					
Quantity (D)					
Value (E)					
Internal consumption: ²					
Quantity (F)					
Value ² (G)					
Transfers to related firms: ²					
Quantity (H)					
Value ² (I)					
Export shipments: ³					
Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
<p>¹ The production capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity _____.</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.</p> <p>³ Identify your firm's principal export markets: _____.</p>					

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-9. **Channels of distribution--Slabs.**--Report your firm's U.S. shipments of unfabricated quartz slabs (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

Slabs

Quantity (in square feet)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Channels of distribution:					
U.S. shipments:					
To distributors (M)					
To fabricators and retailers (N)					
To contractors and builders (O)					
To other end users ¹ (P)					
¹ Please describe other end users: .					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M through P) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
M + N + O + P – D – F – H = zero ("0"), if not revise.	0	0	0	0	0

II-10. **Quartz attributes--Slabs.**--Report your firm's U.S. shipments of not fabricated slabs (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) in 2017 by specified attribute.

Slabs

Quantity (in square feet), value (in dollars)				
Item	Thickness			
	1 cm	2 cm	3 cm	Non-standard thickness ¹
U.S. shipments in 2017:				
Designed to look like granite Quantity (Q)				
Value (R)				
Designed to look like marble Quantity (S)				
Value (T)				
Designed with uniform composite: White: Quantity (U)				
Value (V)				
Neutral and light colors: Quantity (W)				
Value (X)				
Dark colors and black: Quantity (Y)				
Value (Z)				
Other designs ² Quantity (AA)				
Value (AB)				
U.S. shipments Quantity (AC)	0	0	0	0
Value (AD)	0	0	0	0
¹ Please describe non-standard thickness: _____. ² Please describe other designs: _____.				

RECONCILIATION OF US SHIPMENTS.--Please ensure that the total quantities and values reported by attribute (i.e., lines Q through AD) equal the quantity reported for U.S. shipments (i.e., lines D though I) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	2017
$Q + S + U + W + Y + AA - D - F - H = \text{zero ("0")}$, if not revise.	0
$R + T + V + X + Z + AB - E - G - I = \text{zero ("0")}$, if not revise.	0

II-11. **Employment data--Slabs.**--Report your firm's employment-related data related to the production of unfabricated quartz slabs and provide an explanation for any trends in these data.

"Production and Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in producing, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Slabs

Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Average number of PRWs (<i>number</i>)					
Hours worked by PRWs (<i>hours</i>)					
Wages paid to PRWs (<i>dollars</i>)					

Explanation of trends:

II-12. **Fabrication, shipment, and inventory data--fabricated quartz surface products.**--Report your firm's capacity, fabrication, shipments, and inventories related to the fabrication of quartz surface products in its U.S. establishment(s) during the specified periods.

"Average fabrication capacity" or "capacity" – The level of fabrication that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

"Fabrication" -- All fabrication in your U.S. establishment(s), including fabricated products consumed internally within your firm and fabrication for another firm under a toll agreement.

"Commercial U.S. shipments" --Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" -- Product consumed internally by your firm. Such transactions are valued at fair market value.

- If your firm provides both fabrication services and installation services for quartz surface products, please report the shipments of those products as "internal consumption." The value of the internal consumption should be the fair market value for the fabricated quartz surface product exclusive of the value added of your firm's installation services but including the value added of fabrication (i.e., purchase cost of the quartz slabs + cost of fabrication). Do not include installation costs.
- If your firm attaches any of its fully finished fabricated quartz surface products to other products such as cabinetry or vanities prior to sale, report those shipments as internal consumption valued at fair market value of the attached quartz. Do not include the value or quantity of any non-quartz materials; also do not include the value of any installation services.

"Transfers to related firms" --Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" --A firm that your firm solely or jointly owns, manages, or otherwise controls.

"Export shipments" --Shipments to destinations outside the United States, including shipments to related firms.

"Inventories"-- Finished goods inventory of fabricated quartz surface products, not raw materials or work-in-progress. Do not include inventories any not fabricated slabs.

II-12. **Fabrication, shipment, and inventory data--fabricated quartz surface products.--Continued.**

Fabs

Quantity (in square feet) and value (in dollars)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Average fabrication capacity ¹ (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Fabrication (quantity) ²					
Using own slab (C)					
Using purchased domestic slab (D)					
Using purchased or imported subject slab (i.e., from China) (E)					
Using purchased or imported nonsubject slab (i.e., from sources other than China) (F)					
Total fabrication (quantity) (G)	0	0	0	0	0
U.S. shipments:					
Commercial shipments:					
Quantity (H)					
Value (I)					
Internal consumption: ³					
Quantity (J)					
Value ² (K)					
Transfers to related firms: ³					
Quantity (L)					
Value ² (M)					
Export shipments: ⁴					
Quantity (N)					
Value (O)					
End-of-period inventories (quantity) (P)					

¹ The fabrication capacity reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate fabrication capacity, and explain any changes in reported capacity ____.

² What is the average percent loss of surface area in transforming quartz slabs into fabricated quartz surface products? ____ percent.

³ Internal consumption and transfers to related firms must be valued at fair market value. If your firm uses a different basis for valuing these transactions in your records, please specify that basis (e.g., cost, cost plus, etc.): _____. However, the data provided above in this table should be based on fair market value.

⁴ Identify your firm's principal export markets: _____.

II-12. **Fabrication, shipment, and inventory data--fabricated quartz surface products.--Continued.**

RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.--Generally, the data reported for the end-of-period inventories (i.e., line P) should be equal to the beginning-of-period inventories (i.e., line B), plus fabrication (i.e., lines C through F, subtotaled in line G), less total shipments (i.e., lines H, J, L, and N). Please ensure that any differences are not due to data entry errors in completing this form, but rather reflect your firm's actual records; and, also provide explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
B + C + D + E + F – H – J – L – N – P = should equal zero ("0") or provide an explanation. ¹	0	0	0	0	0
¹ Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

II-13. **Channels of distribution--fabricated quartz surface products.**--Report your firm's U.S. shipments of fabricated quartz surface products (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by channel of distribution.

Note: If your firm provides both the fabrication services and installation services for quartz surface products, please report your channels of distribution as "to fabricators and retailers."

Fabs

Quantity (in square feet)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Channels of distribution:					
U.S. shipments:					
To distributors (Q)					
To fabricators and retailers ¹ (R)					
To contractors and builders (S)					
To other end users ² (T)					
¹ If your firm provides both the fabrication services and installation services for quartz surface products, please report your channels of distribution as "to fabricators and retailers." ² Please describe other end users: _____.					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines Q through T) in each time period equal the quantity reported for U.S. shipments (i.e., lines H, J, and L) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
Q + R + S + T – H – J – L = zero ("0"), if not revise.	0	0	0	0	0

II-14. **Level of fabrication--fabricated quartz surface products.**--Report your firm's U.S. shipments of fabricated quartz surface products (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) by level of fabrication.

Fabs

Quantity (in square feet) and value (in dollars)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
U.S. shipments:					
CFFFQSP:					
Quantity (U)					
Value (V)					
Partial fabs:					
Quantity (W)					
Value (X)					

RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for level of fabrication (i.e., lines V through X) in each time period equal the quantity reported for U.S. shipments (i.e., lines H through M) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2015	2016	2017	2017	2018
U + W – H – J – L = zero ("0"), if not revise.	0	0	0	0	0
V + X – I – K – M = zero ("0"), if not revise.	0	0	0	0	0

II-15. **Quartz attributes--fabricated quartz surface products.**--Report your firm's U.S. shipments of fabricated quartz surface products (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) in 2017 by specified attribute.

Fabs

Quantity (in square feet), value (in dollars)				
Item	Thickness			
	1 cm	2 cm	3 cm	Non-standard thickness¹
U.S. shipments in 2017:				
Designed to look like granite <i>Quantity (Y)</i>				
<i>Value (Z)</i>				
Designed to look like marble <i>Quantity (AA)</i>				
<i>Value (AB)</i>				
Designed with uniform composite:				
White:				
<i>Quantity (AC)</i>				
<i>Value (AD)</i>				
Neutral and light colors:				
<i>Quantity (AE)</i>				
<i>Value (AF)</i>				
Dark colors and black:				
<i>Quantity (AG)</i>				
<i>Value (AH)</i>				
Other designs ²				
<i>Quantity (AI)</i>				
<i>Value (AJ)</i>				
U.S. shipments				
<i>Quantity (AK)</i>	0	0	0	0
<i>Value (AL)</i>	0	0	0	0
¹ Please describe non-standard thickness: _____.				
² Please describe other designs: _____.				

RECONCILIATION OF US SHIPMENTS.--Please ensure that the total quantities and values reported by attribute (i.e., lines Y through AJ) equal the quantity reported for U.S. shipments (i.e., lines H through M) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	2017
$Y + AA + AC + AE + AG + AI - H - J - L = \text{zero ("0")}$, if not revise.	0
$Z + AB + AD + AF + AH + AJ - I - K - M = \text{zero ("0")}$, if not revise.	0

II-16. **Employment data--Fabricated quartz surface products.**--Report your firm's employment-related data related to the fabrication of quartz surface products and provide an explanation for any trends in these data.

"Fabrication and Related Workers" (FRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to September periods, calculate similarly and divide by 9.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" --Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

Fabs

Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Average number of FRWs (<i>number</i>)					
Hours worked by FRWs (<i>hours</i>)					
Wages paid to FRWs (<i>dollars</i>)					

Explanation of trends:

II-17. **Related firms.**--If your firm reported transfers to related firms, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-18. **Purchases.**-- Has your firm purchased quartz surface products (either unfabricated quartz slabs or fabricated quartz surface products) produced in the United States or in other countries since January 1, 2015? (Do not include imports for which your firm was the importer of record. These should be reported in an importer questionnaire).

"Purchase" -- A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

"Import" --A transaction to buy from a foreign supplier where your firm is the importer of record.

No	Yes	If yes--Report such purchases in the table below and explain the reasons for your firms' purchases:
<input type="checkbox"/>	<input type="checkbox"/>	

Slabs

Quantity (in square feet), value (in dollars)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Purchases from U.S. importers¹ of quartz slabs from--					
China					
<i>Quantity</i>					
<i>Value</i>					
All other sources					
<i>Quantity</i>					
<i>Value</i>					
Purchases from domestic producers of quartz slabs²					
<i>Quantity</i>					
<i>Value</i>					
Purchases from other sources of quartz slabs²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. ² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

II-18. **Purchases**--Continued.

Fabs

Quantity (in square feet), value (in dollars)					
Item	Calendar years			January-September	
	2015	2016	2017	2017	2018
Purchases from U.S. importers¹ of fabricated quartz surface products from--					
China					
<i>Quantity</i>					
<i>Value</i>					
All other sources					
<i>Quantity</i>					
<i>Value</i>					
Purchases from domestic producers of fabricated quartz surface products²					
<i>Quantity</i>					
<i>Value</i>					
Purchases from other sources of fabricated quartz surface products²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please list the name of the importer(s) from which your firm purchased this product. If your firm's import suppliers differ by source, please identify the source for each listed supplier: _____. ² Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

II-19a. **Fabrication only activities.**--Since January 1, 2015, has your firm purchased (not produced) unfabricated quartz slabs (either domestic or imported) and further processed those purchases into products that still match the definition of quartz surface products?

No	Yes	If yes--Please describe the nature and extent of the following items in relation to your firm's fabrication operations in the United States.	
<input type="checkbox"/>	<input type="checkbox"/>	Capital investments	
		Technical expertise	
		Value added	
		Employment	
		Quantity, type, and source of parts	
		Costs and activities	

II-19b. **Fabrication only processing operations' complexity and importance.**--On a scale of 1 to 5, please provide your firm's subjective opinion as to the complexity, intensity, and importance of fabrication only activities, with 1 being minimally complex, intense, or important and 5 being extremely complex, intense, and important.

1: Minimally complex, intense, and important	2	3	4	5: Extremely complex, intense, and important
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please describe the reason for your rating.				

II-20a. **Production cost differences.**--Are there noticeable cost differences in the production associated with unfabricate quartz slabs based on design characteristics or production technology?

Item	No	Yes	If yes--Please describe.
Design characteristics	<input type="checkbox"/>	<input type="checkbox"/>	
Production technology (i.e., Breton vs other)	<input type="checkbox"/>	<input type="checkbox"/>	

II-20b. **Production changeover for unfabricated quartz slabs.**--

(i) Please describe how long it takes to change over production between designs, as well as the steps involved.

Average change over time (in hours)	Steps

(ii) What factors most impact your firm's production changeover efficiency?

Factors

II-21. **Comparability of slabs vs fabs.**--Please answer the following questions regarding the differences and similarities in quartz surface products based on their level of fabrication.

(a) **Uses.**--

(i) Is the upstream article (slabs) dedicated to the production of the downstream article (fabs)?

No	Yes	If no--What are the other end uses for quartz slabs?
<input type="checkbox"/>	<input type="checkbox"/>	

(ii) Please describe the uses for your firm's slabs that you do not further fabricate.

(b) **Markets.**--

(i) Do you perceive the slab market to be a separate market from the fabs market?

Yes, slabs and fabs are perceived as having distinct markets.

No, slabs and fabs are perceived to have a single market.

(ii) Please describe the market for your firm's quartz slabs that you do not further fabricate.

(iii) Please describe the market for your firm's fabs.

II-21. **Comparability of slabs vs fabs.**--*Continued.*

- (c) **Characteristics and functions.**--Are there differences in the physical characteristics and functions of the upstream (slabs) and the downstream (fabs) articles?

No	Yes	If yes--Please describe the differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (d) **Price.**--Is there a significant difference in the cost or value between slabs and fabs?

No	Yes	If yes--Please describe the differences.
<input type="checkbox"/>	<input type="checkbox"/>	

- (e) **Transformation process.**--Would you describe the process used to transform the upstream articles (slabs) into the downstream articles (fabs) as significant and particularly labor or capital intensive?

No	Yes	If yes--Please describe this process.
<input type="checkbox"/>	<input type="checkbox"/>	

- II-22. **Other explanations.**--If your firm would like to further explain a response to a question in Part II that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Emily Kim (202-205-1800, Emily.Kim@usitc.gov).

III-1. **Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

- A. When does your firm's fiscal year end (month and day)? _____
If your firm's fiscal year changed during the data-collection period, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include quartz surface products: _____
- 2. Does your firm prepare profit/loss statements for quartz surface products:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes quartz surface products, as well as specific statements and worksheets) used to compile these data.

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

--

III-5. **Product listing.**--Please list the products your firm produced in the facilities in which your firm produced quartz surface products, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
quartz surface products	%
	%
	%
	%
	%

III-6. **Inputs from related suppliers.**--Does your firm purchase **inputs** (raw materials, labor, energy, or any services) used in the production of quartz surface products from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?

Yes--Continue to question III-7	No--Continue to question III-9.
<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Inputs from related suppliers detailed.**--Please identify the inputs used in the production of quartz surface products that your firm purchases from related suppliers and that are reflected in question III-9. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.

Input	Related supplier	Share of total COGS
Input valuation as recorded in the firm's accounting books and records		

III-8. **Inputs purchased from related suppliers.**--Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9 (financial results on quartz surface products) in a manner consistent with your firm's accounting books and records.

Yes	No	If no--In the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.:
<input type="checkbox"/>	<input type="checkbox"/>	

III-9a. **Operations on quartz surface products—Integrated producers.**--Report the revenue and related cost information requested below on the quartz surface products of your firm's U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Emily Kim at (202) 205-1800 before completing this section of the questionnaire.

Integrated Producers: Total Operations

Quantity (in square feet) and value (in dollars)					
Item	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
Net sales quantities: ²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
Net sales values: ²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS): ³					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9b. **Financial data reconciliation.**--The calculable line items from questions III-9a (i.e., total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes	No	<p>If no-- If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (i.e., expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (i.e., income is positive, expenses or reversals are negative). If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.</p>
<input type="checkbox"/>	<input type="checkbox"/>	

III-9c. **Open market slab operations—Integrated producers.**--Report the revenue and related cost information requested below on the open market slab operations of your firm's U.S. establishment(s).¹ Do not included sales of fabricated quartz surface products nor slabs eventually sold by your firm as fabricated quartz source products. Do not report resales of products. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Emily Kim at (202) 205-1800 before completing this section of the questionnaire.

Integrated Producers: Open Market Slab Operations

Quantity (in square feet) and value (in dollars)					
Item	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
Commercial sales ("CS") quantities: ²					
Commercial sales values: ²					
Cost of goods sold (COGS): ³					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS (whether for domestic or export sales) should include costs associated with CS.					

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9d. **Operations on fabrication only—Independent fabricators.**-- Report the revenue and related cost information requested below on your firm's independent fabrication operations conducted on quartz surface products operations of your firm's U.S. establishment(s).¹ Do not report simple resales of products on which your firm does not conduct any fabrication activities. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Emily Kim at (202) 205-1800 before completing this section of the questionnaire.

If your firm provides both the fabrication services and installation services for quartz surface products, please report the sales of those products as "internal consumption". The value of the internal consumption should be the fair market value for the fabricated quartz surface product exclusive of the value added of your firm's installation services (i.e. the reported data should be limited to the cost of your firm's purchases of quartz surface products and its fabrication services). **Do not include installation costs or other services (i.e., such as design) in net sales revenues. Likewise, in reporting costs data, only include the costs associated with your firm's fabrication activities.**

- What share of your firm's total revenues relate to quartz surface products (including both fabrication and installation costs, total turnkey services)? _____ %
- Of those total turnkey services (i.e., fabrication and installations costs), what portion of the total value is accounted for by just your firm's fabrication services? _____ %

III-9d. **Operations on fabrication only—Independent fabricators.**--Continued.

Independent Fabricators: Fabrication Operations¹

Quantity (in square feet) and value (in dollars)					
Item	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
Net sales quantities: ²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
Net sales values: ²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
Cost of goods sold (COGS): ³					
Raw materials.—					
Purchases of domestically manufactured quartz surface products					
Purchases or imports of quartz surface products from China					
Purchases or imports of quartz surface products from nonsubject sources (i.e., sources other than China)					
Cost of quartz slabs	0	0	0	0	0
Other raw material costs					
Raw materials	0	0	0	0	0
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
Gross profit or (loss)	0	0	0	0	0
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income:					
Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	0
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

³ COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

III-9d. **Operations on fabrication only—Independent fabricators.**--Continued.

- Do the data reported in question III-9d exclude revenues and costs associated with non-fabrication related activities? Yes No

III-9e. **Raw materials--Integrated producers** .--Please report the share of total raw material costs in 2017 (reported in III-9a) for the following raw material inputs:

Input	Share of 2017 total raw material costs (percent)	Procurement method	
		Primarily produced by your firm	Primarily purchased by your firm
Silica (e.g. quartz, quartz powder, cristobalite)		<input type="checkbox"/>	<input type="checkbox"/>
Resin binder		<input type="checkbox"/>	<input type="checkbox"/>
Pigments		<input type="checkbox"/>	<input type="checkbox"/>
Other material inputs ¹		<input type="checkbox"/>	<input type="checkbox"/>
Total (should sum to 100 percent)	0.0		
¹ Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that they account for:			

III-9f. **Explanation of selling expenses—Quartz surface products, Integrated producers.**--Please identify and quantify the top five selling expenses items reported over the January 2015 through September 2018 period in the line for "Selling expenses" in question III-9a.

Integrated Producers: Total Operations

List of selling expenses	Value (in dollars)				
	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
Selling expenses item 1					
Selling expenses item 2					
Selling expenses item 3					
Selling expenses item 4					
Selling expenses item 5					
All other selling expenses ¹					
Total Selling expenses	0	0	0	0	0
¹ Please ensure the calculation for all other selling expense items has not resulted in a negative value which would indicate an error (i.e., that the top five listed expenses items above exceed the aggregated amount reported in III-9a.)					

List of selling expenses	Description of the item
Selling expenses item 1	
Selling expenses item 2	
Selling expenses item 3	
Selling expenses item 4	
Selling expenses item 5	

III-9g. **Explanation of selling expenses—Independent Fabricators.**--Please identify and quantify the top five selling expenses items reported over the January 2015 through September 2018 period in the line for "Selling expenses" in question III-9d.

Independent Fabricators: Fabrication Operations

List of selling expenses	Value (in dollars)				
	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
Selling expenses item 1					
Selling expenses item 2					
Selling expenses item 3					
Selling expenses item 4					
Selling expenses item 5					
All other selling expenses ¹					
Total Selling expenses	0	0	0	0	0
¹ Please ensure the calculation for all other selling expense items has not resulted in a negative value which would indicate an error (i.e., that the top five listed expenses items above exceed the aggregated amount reported in III-9d.)					

List of selling expenses	Description of the item
Selling expenses item 1	
Selling expenses item 2	
Selling expenses item 3	
Selling expenses item 4	
Selling expenses item 5	

III-9h. **Explanation of general and administrative expenses—Quartz surface products, Integrated producers.**--Please identify the top five general and administrative ("G&A") expense items reported over the January 2015 through September 2018 period in the line for "General and administrative expenses" in question III-9a.

Integrated Producers: Total Operations

<i>Value (in dollars)</i>					
List of top general and administrative expenses	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
G&A expenses item 1					
G&A expenses item 2					
G&A expenses item 3					
G&A expenses item 4					
G&A expenses item 5					
All other G&A expenses ¹					
Total G&A expenses	0	0	0	0	0
¹ Please ensure the calculation for all other general and administrative expense items has not resulted in a negative value which would indicate an error (i.e., that the top five listed expenses items above exceed the aggregated amount reported in III-9a.).					

List of top general and administrative expenses	Description of the item
G&A expenses item 1	
G&A expenses item 2	
G&A expenses item 3	
G&A expenses item 4	
G&A expenses item 5	

III-9i. **Explanation of general and administrative expense—Independed Fabricators.**--Please identify the top five general and administrative ("G&A") expense items reported over the January 2015 through September 2018 period in the line for "General and administrative expenses" in question III-9d.

Independent Fabricators: Fabrication Operations

Value (in dollars)					
List of top G&A expenses	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
G&A expenses item 1					
G&A expenses item 2					
G&A expenses item 3					
G&A expenses item 4					
G&A expenses item 5					
All other G&A expenses ¹					
Total G&A expenses	0	0	0	0	0
¹ Please ensure the calculation for all other general and administrative expense items has not resulted in a negative value which would indicate an error (i.e., that the top five listed expenses items above exceed the aggregated amount reported in III-9d.).					

List of top G&A expenses	Description of the item
G&A expenses item 1	
G&A expenses item 2	
G&A expenses item 3	
G&A expenses item 4	
G&A expenses item 5	

III-10a. **Nonrecurring items (charges and gains) included in the subject product financial results— Quartz surface products, Integrated producers.**--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in dollars*), as reflected in question III-9a; i.e., if an aggregate nonrecurring item has been allocated to question III-9a, only the allocated value amount included in question III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9a.

Integrated Producers: Total Operations

Item	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
	Value (dollars)				
Nonrecurring item 1					
Nonrecurring item 2					
Nonrecurring item 3					
Nonrecurring item 4					
Nonrecurring item 5					
Nonrecurring item 6					
Nonrecurring item 7					

Nonrecurring item: In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-9a where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

III-10b. **Nonrecurring items (charges and gains) included in the subject product financial results—Independed Fabricators**.--For each annual and interim period for which financial results are reported in question III-9d, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific question III-9d line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in dollars*), as reflected in question III-9d; i.e., if an aggregate nonrecurring item has been allocated to question III-9c, only the allocated value amount included in question III-9c should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9d.

Independent Fabricators: Fabrication Operations

Item	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
	Value (dollars)				
Nonrecurring item 1					
Nonrecurring item 2					
Nonrecurring item 3					
Nonrecurring item 4					
Nonrecurring item 5					
Nonrecurring item 6					
Nonrecurring item 7					

Nonrecurring item: In this table please provide a brief description of each nonrecurring item reported above and indicate the specific line item in table III-9c where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the nonrecurring item
Nonrecurring item 1		
Nonrecurring item 2		
Nonrecurring item 3		
Nonrecurring item 4		
Nonrecurring item 5		
Nonrecurring item 6		
Nonrecurring item 7		

III-11. **Classification of identified nonrecurring items (charges and gains) in the accounting books and records of the company**.--If non-recurring items were reported in questions III-10a/10b above, please identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to questions III-10a/10b identify where these items are reported in questions III-9a/9d.

III-12a. **Asset values—Integrated producers.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of quartz surface products. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for quartz surface products in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a. Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Integrated Producers

		Value (in dollars)		
		Fiscal years ended--		
Item		2015	2016	2017
Net assets ¹	Slab producing			
	Fabrication-related			
	Total			
¹ Describe _____				

III-12b. **Asset values—Independent Fabricators.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of fabricated quartz surface products. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for fabricated quartz surface products in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9d. Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted.

Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Independent Fabricators: Fabrication Operations

<i>Value (in dollars)</i>			
Item	Fiscal years ended--		
	2015	2016	2017
Total assets ¹			
¹ Describe _____			

III-13a. **Capital expenditures and research and development expenses—Integrated producers.**--
 Report your firm's capital expenditures and research and development ("R&D") expenses for quartz surface products. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Integrated producers

Value (in dollars)						
Item		Fiscal years ended--			January-September	
		2015	2016	2017	2017	2018
Capital expenditures ¹	Slab producing					
	Fabrication-related					
	Total					
R&D expenses ²	Slab producing					
	Fabrication-related					
	Total					
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____						
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____						

III-13b. **Capital expenditures and research and development expenses—Independent Fabricators.**--
 Report your firm's capital expenditures and research and development expenses for fabricated quartz surface products. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Independent Fabricators: Fabrication Operations

Value (in dollars)						
Item		Fiscal years ended--			January-September	
		2015	2016	2017	2017	2018
Capital expenditures ¹						
Research and development expenses ²						
¹ Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. _____						
² Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product. _____						

III-14a. **Capital investments—Integrated producers.**-- Discuss the total capital investments that would be required in order to achieve your firm's 2017 integrated operations relating to quartz surface products (i.e., from a replacement cost/greenfield perspective) by type of investment. The values reported should reflect current replacement costs for such investments. Please answer in terms of the entirety of your firm's productive assets necessary to perform integrated slab and fabrication operations in 2017.

Capital investments	Replacement cost/ value (in dollars)
All other investments	
Total capital investments	0

III-14b. **Capital investments—Independent fabricators.**-- Discuss the total capital investments that would be required in order to achieve your firm's 2017 fabrication only operations relating to quartz surface products (i.e., from a replacement cost/greenfield perspective) by type of investment. The values reported should reflect current replacement costs for such investments. Please answer in terms of the entirety of your firm's productive (fabrication only- do not include investments relating to installation services) assets necessary to perform independent fabrication operations in 2017.

Capital investments	Replacement cost/ value (in dollars)
All other investments	
Total capital investments	0

III-15. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-9a/9c/9d, 12a/b, and 13a/b are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-9a and III-9d should reconcile with the data reported in question II-8 and II-12 (including export shipments) as long as they are reported on the same calendar year basis.

***RECONCILIATION OF TRADE VS FINANCIAL DATA.**--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported for total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.*

Reconciliation	Fiscal years ended--			January-September	
	2015	2016	2017	2017	2018
Quantity: Trade data from question II-8 (lines D, H, and J) and II-12 (lines I, K, M, and O) less financial total net sales quantity data from question III-9a and III-9d, = zero ("0").	0	0	0	0	0
Value: Trade data from question II-8 (lines E, I, and K) and II-12 (lines J, L, N, and P) less financial total net sales value data from question III-9a and III-9d, = zero ("0").	0	0	0	0	0

Do these data in question III-9a/9d reconcile with data in question II-8/12?

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

III-16. **Effects of imports on investment.**--Since January 1, 2015, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of quartz surface products from China?

No	Yes	If yes, my firm has experienced actual negative effects as follows.
<input type="checkbox"/>	<input type="checkbox"/>	

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Cancellation, postponement, or rejection of expansion projects	
<input type="checkbox"/>	Denial or rejection of investment proposal	
<input type="checkbox"/>	Reduction in the size of capital investments	
<input type="checkbox"/>	Return on specific investments negatively impacted	
<input type="checkbox"/>	Other	

III-17. **Effects of imports on growth and development.**--Since January 1, 2015, has your firm experienced any actual negative effects on its growth, ability to raise capital, or existing development and production efforts (including efforts to develop a derivative or more advanced version of the product) as a result of imports of quartz surface products from China?

No	Yes	If yes, my firm has experienced actual negative effects as follows.
<input type="checkbox"/>	<input type="checkbox"/>	

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Rejection of bank loans	
<input type="checkbox"/>	Lowering of credit rating	
<input type="checkbox"/>	Problem related to the issue of stocks or bonds	
<input type="checkbox"/>	Ability to service debt	
<input type="checkbox"/>	Other	

III-18. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of quartz surface products from China?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Other explanations.**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

--

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, aimee.larsen@usitc.gov).

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2015 of the following products produced by your firm.

Product 1.--Plain white quartz surface products, with a nominal thickness of 2 cm, no veining or movement, and with minimal to no visible particulates, specks, chips, or crystals that are sold to firms other than distributors.

Product 2.-- Plain white quartz surface products, with a nominal thickness of 3 cm, no veining or movement, and with minimal to no visible particulates, specks, chips, or crystals that are sold to firms other than distributors.

Product 3.--White quartz surface products with a "marble look", a nominal thickness of 2 cm, with veining or movement, and with minimal to no visible particulates, specks, chips, or crystals that are sold to firms other than distributors.

Product 4.-- White quartz surface products with a "marble look", a nominal thickness of 3 cm, with veining or movement, and with minimal to no visible particulates, specks, chips, or crystals that are sold to firms other than distributors.

Product 5.-- Neutral colored quartz surface products with a "natural stone look", a nominal thickness of 2 cm, with movement and visible particulates, specks, chips, or crystals that are sold to firms other than distributors.

Product 6.-- Neutral colored quartz surface products with a "natural stone look", a nominal thickness of 3 cm, with movement and visible particulates, specks, chips, or crystals that are sold to firms other than distributors.

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

IV-2. During January 2015-September 2018, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)? Do not include internal consumption.

<input type="checkbox"/>	Yes. --Please complete the following pricing data table(s) as appropriate.
<input type="checkbox"/>	No. --Skip to question IV-3.

IV-2a. **Price data: Slabs.**--Report below the quarterly price data¹ for pricing products² produced and sold as unfabricated quartz slabs by your firm.

Slabs

Report data in ***square feet*** and ***actual dollars***.

<i>(Quantity in square feet, value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2015:						
January-March						
April-June						
July-September						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						

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

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

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

Product 1:

Product 2:

Product 3:

IV-2a. **Price data: Slabs.**—Continued.

Slabs

Report data in ***square feet*** and ***actual dollars***.

(Quantity in square feet, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2015:						
January-March						
April-June						
July-September						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						

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

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

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

Product 4:

Product 5:

Product 6:

IV-2b. **Price data: CFFFQSP.**--Report below the quarterly price data¹ for pricing products² fabricated into CFFFQSP (i.e., fabs that are fully fabricated and ready for installation) and sold by your firm. If your firm provides total turnkey installation services for its sales of CFFFQSP, the values reported in this grid should exclude installation costs.

CFFFQSP

R Report data in ***square feet*** and ***actual dollars***.

(Quantity in square feet, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2015:						
January-March						
April-June						
July-September						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						

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

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

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

Product 1:

Product 2:

Product 3:

IV-2b. **Price data: CFFFQSP.**--Continued.

CFFFQSP

Report data in ***square feet*** and ***actual dollars***.

(Quantity in square feet, value in dollars)						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2015:						
January-March						
April-June						
July-September						
October-December						
2016:						
January-March						
April-June						
July-September						
October-December						
2017:						
January-March						
April-June						
July-September						
October-December						
2018:						
January-March						
April-June						
July-September						

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

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

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

Product 4:

Product 5:

Product 6:

IV-2c. **Price data checklist.**--Please check that the pricing data in questions IV-2a and IV-2b has been correctly reported.

Is the price data reported above:	v if Yes
In actual dollars (<i>not</i> \$1,000)?	<input type="checkbox"/>
Quantity data are reported in square feet?	<input type="checkbox"/>
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	<input type="checkbox"/>
Net of all discounts and rebates?	<input type="checkbox"/>
Have returns credited to the quarter in which the sale occurred?	<input type="checkbox"/>
Value data in in IV-2b exclude installation costs	<input type="checkbox"/>
Less than reported commercial shipments in questions II-8 through II-12 in each year?	<input type="checkbox"/>

IV-2d. **Product origin.**--Please indicate the source of the unfabricated quartz slabs used to produce CFFFQSP products 1 through 6 in IV-2b.

Source	Product 1	Product 2	Product 3	Product 4	Product 5	Product 6
Domestic-origin						
Chinese-origin						
Nonsubject-origin						
Total (each column should sum to 100.0%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

IV-2e. **Pricing data methodology.**--Please describe the method and the kinds of documents/records that were used to compile your price data.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

IV-3. **Price setting.**--How does your firm determine the prices that it charges for sales of quartz surface products (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

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

IV-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

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

IV-5. **Pricing terms.**-- On what basis are your firm's prices of domestic quartz surface products usually quoted (*check one*)?

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced quartz surface products in 2017 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis?

Item	Type of sale				Total (should sum to 100.0%)
	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)	Spot sales (for a single delivery)	
Share of 2017 sales	%	%	%	%	0.0 %

IV-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced quartz surface products (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>No. of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indexed to raw material costs ¹	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
¹ Please identify the indexes used:				

IV-8. **Lead times.**--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced quartz surface products?

Source	Share of 2017 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	
¹ Lead time is the average number of days between customer's order and delivery date		

IV-9. Shipping information.--

- (a) What is the approximate percentage of the cost of U.S.-produced quartz surface products that is accounted for by U.S. inland transportation costs? _____ percent of cost
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of quartz surface products that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

IV-10. Geographical shipments.-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced quartz surface products since January 1, 2015 (check all that apply)?

Geographic area	✓ if applicable
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. —AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. —CA, OR, and WA.	<input type="checkbox"/>
Other. —All other markets in the United States not previously listed, including AK, HI, PR, and VI.	<input type="checkbox"/>

IV-11. **End uses.**--List the end uses of the quartz surface products that your firm manufactures. For each end-use product, what percentage of the total cost is accounted for by quartz surface products and by other inputs?

End-use product	Share of total cost of end-use product accounted for by		Total (should sum to 100.0% across)
	Quartz surface products	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

IV-12. **Substitutes.**--

(a) **Specific substitutes.**--Are these specific products considered as substitutes for quartz surface products in the same end use(s)?

Specific substitutes	Are these considered substitutes in the market?		End use(s) in which this substitute is used	Have changes in the price of this substitute affected the price for quartz surface products?		
	No	Yes		No	Yes	Explanation
Marble	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	
Granite	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	
Quartzite	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	

(b) **Other substitutes.**--Can other products not already listed in part "a" of this question be substituted for quartz surface products?

No Yes--Please fill out the table.

	Other substitutes	End use in which this substitute is used	Have changes in the price of this substitute affected the price for quartz surface products?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	
5.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Demand trends.**--Indicate how demand within the United States and outside of the United States (if known) for quartz surface products 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"/>	

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of quartz surface products since January 1, 2015?

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

IV-15. **Conditions of competition.**--

(a) Is the quartz surface products market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to quartz surface products? If yes, describe.

Check all that apply.	Please describe.
<input type="checkbox"/> No	Skip to question IV-16.
<input type="checkbox"/> Yes-Business cycles (e.g. seasonal business)	
<input type="checkbox"/> Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for quartz surface products since January 1, 2015?

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

IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply quartz surface products 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"/>	

IV-17. **Raw materials.**—

(a) **Raw materials for producers:** How have quartz surface products raw material prices changed since January 1, 2015?

Input	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Unknown	Explain, noting how raw material price changes have affected your firm's selling prices for quartz surface products.
Silica (e.g. quartz, quartz powder, cristobalite)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Resin binder	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Pigments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other material inputs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
¹ Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that they account for:						

IV-17. **Raw materials.**—*Continued.*

(b) **Raw materials for independent fabricators:** How have quartz surface products raw material prices changed since January 1, 2015?

Input	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Unknown	Explain, noting how raw material price changes have affected your firm's selling prices for fabricated quartz surface products.
Domestic slab	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imports of slab from China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Imports of slab from nonsubject source (source other than U.S. and China)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other material inputs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
¹ Please indicate any other notable "other" raw materials not expressly identified above and provide the share of the total raw material costs that they account for:						

IV-18. **Interchangeability**.--Are quartz surface products 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	Israel	Spain	Other countries
United States				
China	X			
Israel	X	X		
Spain	X	X	X	
For any country-pair producing quartz surface products that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:				

IV-19. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between quartz surface products produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 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	Israel	Spain	Other countries
United States				
China	X			
Israel	X	X		
Spain	X	X	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of quartz surface products, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p>				

IV-20. Competition from imports

(a) **Lost revenue.**--Since January 1, 2015: To avoid losing sales to competitors selling quartz surface products from China, did your firm:

Item	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

(b) **Lost sales.**--Since January 1, 2015: Did your firm lose sales of quartz surface products to imports of this product from China?

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

IV-21. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

PART V.--ALTERNATIVE PRODUCT INFORMATION

Further information on this part of the questionnaire can be obtained from **Lawrence Jones (202-205-3358, Lawrence.Jones@usitc.gov)** and/or **Emily Kim (202-205-1800, Emily.Kim@usitc.gov)**.

V-1. **Comparisons**-- For each of the following indicate whether listed quartz surface products are: fully comparable or the same, *i.e.*, have no differentiation between them; mostly comparable or similar; somewhat comparable or similar; never or not-at-all comparable or similar; or no familiarity with products.

F: fully comparable or the same, *i.e.*, have no differentiation between them;

M: mostly comparable or similar;

S: somewhat comparable or similar;

N: never or not-at-all comparable or similar; or

O: no familiarity with products.

(a) **Physical Characteristics and End Uses**--The differences and similarities in the physical characteristics and end uses.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>physical characteristics and uses</i> :
Slabs vs Fabs		
Slabs vs CFFFQSP		
Partial fabs vs CFFFQSP		

V-1. **Comparisons.**--*Continued.*

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(b) **Interchangeability.**--The ability to substitute the products in the same application.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>interchangeability</i> :
Slabs vs Fabs		
Slabs vs CFFFQSP		
Partial fabs vs CFFFQSP		

(c) **Channels of distribution.**--Channels of distribution/market situation through which the products are sold (*i.e.*, sold direct to end users, through wholesaler/distributors, etc.).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>channels of distribution</i> :
Slabs vs Fabs		
Slabs vs CFFFQSP		
Partial fabs vs CFFFQSP		

(d) **Manufacturing facilities, production processes, and production employees.**--Whether manufactured in the same facilities, from the same inputs, on the same machinery and equipment, and using the same employees.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <i>manufacturing facilities, production or fabrication processes, and production or fabrication employees</i> :
Slabs vs Fabs		
Slabs vs CFFFQSP		
Partial fabs vs CFFFQSP		

V-1. **Comparisons.**--*Continued.*

- F: fully comparable or the same, *i.e.*, have no differentiation between them;
- M: mostly comparable or similar;
- S: somewhat comparable or similar;
- N: never or not-at-all comparable or similar; or
- O: no familiarity with products.

(e) **Customer and producer perceptions.**--Perceptions as to the differences and/or similarities in the market (*e.g.*, sales/marketing practices).

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>customer and product perceptions</u> :
Slabs vs Fabs		
Slabs vs CFFFQSP		
Partial fabs vs CFFFQSP		

(f) **Price.**--Whether prices are comparable or differ between the products.

Product-pair	Comparison	Please provide a narrative discussion for the comparability ratings you provided in terms of their <u>price</u> :
Slabs vs Fabs		
Slabs vs CFFFQSP		
Partial fabs vs CFFFQSP		

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/701731/2018/quartz_surface_products_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:** QSP

- **E-mail.**--E-mail the MS Word questionnaire to Lawrence.Jones@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 produce 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 you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.