

U.S. PURCHASERS' QUESTIONNAIRE

QUARTZ SURFACE PRODUCTS FROM INDIA AND TURKEY

This questionnaire must be received by the Commission by **February 7, 2020**

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 India and Turkey (Inv. Nos. 701-TA-624-625 and 731-TA-1450-1451 (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)). Further information on this questionnaire can be obtained from Natalia King (202-205-2049, Natalia.King@usitc.gov).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

Website _____

Has your firm purchased quartz surface products (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2017?

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: **QUAR**)

CERTIFICATION

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

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

Name of Authorized Official

Title of Authorized Official

Date

Signature

Phone

Email address

PART I.—GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on May 8, 2019 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_India_and_Turkey/final.htm.

Quartz surface products covered by these investigations consist of slabs and other surfaces created from a mixture of materials that includes predominately silica (e.g., quartz, quartz powder, cristobalite, glass powder) 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 the investigation. However, the scope of the investigation 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 the investigation includes surface products of all other sizes, thicknesses, and shapes. In addition to slabs, the scope of the investigation 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 the investigation 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 the investigation 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 the investigation if performed in the country of manufacture of the quartz surface products. The scope of the investigation does not cover quarried stone surface products, such as granite, marble, soapstone, or quartzite. Specifically excluded from the scope of the investigation are crushed glass surface products. Crushed glass surface products must meet each of the following criteria to qualify for this exclusion: (1) The crushed glass content is greater than any other single material, by actual weight; (2) there are pieces of crushed glass visible across the surface of the product; (3) at least some of the individual pieces of crushed glass that are visible across the surface are larger than 1 centimeter wide as measured at their widest cross-section (Glass Pieces); and (4) the distance between any single Glass Piece and the closest separate Glass Piece does not exceed three inches.

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, and 7016.90.1050. The HTSUS subheadings set forth above are provided for convenience and U.S. Customs purposes only. The written description of the scope is dispositive.

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

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.

I-1a. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single response.**

"Establishment"--Each facility of a firm involved in the purchase of quartz surface products, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

| |
|--|
| |
|--|

I-1b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: _____.

I-1c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, please specify the name of the law firm and the lead attorney(s).

Law firm: _____.
Lead attorney(s): _____.

I-2. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

| Firm name | Address | Extent of ownership (percent) |
|------------------|----------------|--------------------------------------|
| | | |
| | | |

I-3. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which import quartz surface products into the United States or which export quartz surface products to the United States?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|------------------|----------------|--------------------|
| | | |
| | | |

I-4. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which produce quartz surface products?

No Yes--List the following information.

| Firm name | Country | Affiliation |
|------------------|----------------|--------------------|
| | | |
| | | |

PART II.--PURCHASES

Contact information.--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

| | |
|-----------|--|
| Name | |
| Title | |
| Email | |
| Telephone | |

II-1. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of quartz surface products.

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

"Import" – Purchase directly from a foreign supplier and your firm is the importer of record.

| Item | 2017 | 2018 | 2019 |
|---|---------------------------|------|------|
| | Quantity (in square feet) | | |
| Purchases of quartz surface products produced in— United States | | | |
| India | | | |
| Turkey | | | |
| All other countries ¹ | | | |
| Sources unknown ² | | | |
| Total purchases | 0 | 0 | 0 |
| Imports of quartz surface products from— India | | | |
| Turkey | | | |
| All other countries ¹ | | | |
| Total imports ³ | 0 | 0 | 0 |

¹ Please identify these countries: _____.

² Please indicate the firm(s) from which you purchased this merchandise: _____.

³ If your firm imported quartz surface products at any time since January 1, 2017, please also complete and return a U.S. importers' questionnaire in this proceeding.

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of quartz surface products from different sources have changed since January 1, 2017.

| Source of purchases | Did not purchase | Decreased | Increased | Constant | Fluctuated | Explanation for trend |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| India | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| All other countries | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |
| Sources unknown | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

II-3. **Country knowledge.**--Please indicate the countries of origin with which your firm has experience or information in the quartz surface products market.

| United States | India | Turkey | Other countries | Sources unknown | Other countries (specify) |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|----------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

II-4. **Supplier identification.**—

(a) Please list your firm's **FIVE** largest suppliers for quartz surface products since January 1, 2017. Also, provide the share of the quantity of your firm's total purchases of quartz surface products that each of these suppliers accounted for in 2019.

| No. | Supplier's name | City and state | Share of quantity of 2019 purchases |
|-----|-----------------|----------------|-------------------------------------|
| 1 | | | % |
| 2 | | | % |
| 3 | | | % |
| 4 | | | % |
| 5 | | | % |

(b) Please indicate if your firm is aware of the foreign supplier of the quartz surface product it purchases. If known, please indicate what share of your firm's purchases since January 1, 2017 were produced by the following producers from India or Turkey.

Foreign producer is unknown Foreign producer is known--Please fill out the table.

| Source | Foreign producer's name | Share of quantity of purchases since January 1, 2017 |
|--------|--|--|
| India | Antique Marbonite Private Limited Group (includes Shivan Enterprises and Prism Johnson Limited) | % |
| | Pokarna Engineered Stone Limited | % |
| Turkey | Belenco dis Tikaret A.S. | % |
| | Peker Yüzey Tasanlan Sanayi ve Tic A.S. | % |
| | Ermaz Madencilik Turizm Sanayi Ve Ticaret Anonim Sirketi | % |

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of quartz surface products (check all that apply)?

| Fabricator/ retailer | Builder/ contractor | Distributor | Other end user | Describe other |
|--------------------------|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | |

If your firm is a distributor of quartz surface products, please answer questions III-2 and III-3.

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

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

III-3. **Types of customers.**—

(a) What are the major types of consumers to which your firm sells quartz surface products?

(b) Was your firm a Cambria retailer or part of a Cambria exclusivity arrangement at any point since January 1, 2017?

| No | Yes | If yes, please describe whether your firm had an exclusivity agreement including terms and dates. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | |

If your firm is an end user of quartz surface products, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products your firm makes using quartz surface products and estimate the percent of your total production cost that is accounted for by quartz surface products and by other inputs (such as labor, energy, and other raw materials).

| Product(s) your firm produces | Share of total cost in each of the product(s) your firm produces accounted for by | | | | Total (should sum to 100.0% across) |
|-------------------------------|---|---|---------------------------|---|-------------------------------------|
| | Quartz surface products | | Other inputs ¹ | | |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |
| | % | + | % | = | 0.0 % |

¹ Including installation costs and any other post fabrication value added.

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

(a) Has the demand for your firm's final products incorporating quartz surface products changed since January 1, 2017?

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

(b) Has this had any effect on your firm's demand for quartz surface products?

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

III-6. **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"/> | |
| 4. | | | <input type="checkbox"/> | <input type="checkbox"/> | |

III-7. **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, 2017, including any changes to and/or from substitute products. Explain any trends and describe the principal factors that have affected these changes in demand.

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

III-8. **Country preferences.**--Do you or your customers ever specifically order quartz surface products from one country in particular over other possible sources of supply?

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

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2019 purchases of quartz surface products that required quartz surface products produced in the United States.

| | Estimated percentage of your firm's total 2019 purchases of quartz surface products |
|---|---|
| Purchases that did not require domestic product | % |
| Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions) | % |
| Purchases that were not required by law or regulation, but were required by your customers to be domestic product | % |
| Purchases that were required to be domestic product for other reasons (explain: _____.) | % |
| Total (should sum to 100.0%) | 0.0 % |

III-10. **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?

| Check all that apply. | Please describe. |
|--|--------------------------|
| <input type="checkbox"/> No | Skip to question III-11. |
| <input type="checkbox"/> Yes-Business cycles (e.g. seasonal business) | |
| <input type="checkbox"/> Yes-Other distinctive conditions of competition | |

(b) Have there been any changes in the business cycles or conditions of competition for quartz surface products since January 1, 2017?

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

III-11. **Decisions based on producer and country-of-origin.**--How often does your firm, and if known, do your customers, make purchasing decisions involving quartz surface products based on its producer or country of origin?

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

III-12. **Availability of supply.**--Has the availability of quartz surface products in the U.S. market changed since January 1, 2017?

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

III-13. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with quartz surface products since January 1, 2017 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

III-14. **Availability of specific product types.**--Are certain colors/designs/types/sizes of quartz surface products only available from certain country sources?

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

III-15. **Impact of AD/CVD orders on quartz surface product from China.**--Describe any changes in the U.S. quartz surface product market since the imposition of the antidumping and countervailing duties on quartz surface products from China.

| |
|--|
| |
|--|

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

(a) How frequently does your firm make purchases of quartz surface products (check one)?

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

(b) Has this purchasing frequency changed since January 1, 2017?

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

III-17. **Raw material prices.**—

(a) Is your firm familiar with the prices for raw materials used in the production of quartz surface products?

| No | Yes – please answer (b) |
|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |

(b) Has information on raw material prices affected your firm's negotiations or contracts to purchase quartz surface products since 2017?

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

III-18. **Number of suppliers contacted.**--How many suppliers does your firm generally contact before making a purchase? Between _____ and _____ firms

III-19. **Supplier negotiations.**--Do your firm's purchases of quartz surface products usually involve negotiations between supplier and purchaser?

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

III-20. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2017?

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

III-21. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2017?

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

III-22. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell quartz surface products to your firm?

If yes, provide the following information.

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

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

III-23. **Failure to certify.**--Since January 1, 2017, have any domestic or foreign producers failed in their attempts to certify or qualify their quartz surface products with your firm or have any producers lost their approved status?

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

III-24. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase quartz surface products (examples include color, design, look, availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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

III-25. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for quartz surface products.

| Factor | Very important | Somewhat important | Not important |
|--|--------------------------|---------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Color/design/aesthetics | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Breton manufacturing equipment | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Distribution and installation services | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Warranty | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-26. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of quartz surface products?

| |
|--|
| |
|--|

III-27. **Minimum quality.**--How often does quartz surface products from the following countries meet minimum quality specifications for your uses or your customers' uses?

| Source | Always | Usually | Sometimes | Rarely or never | Don't know |
|---------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| India | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other: | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-28. **Frequency of decisions based on price.**--How often does your firm purchase the quartz surface products that is offered at the lowest price?

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

III-29. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the quartz surface products market since January 1, 2017.

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

III-30. **Purchasing subject imports rather than domestic products.**—

(a) Since January 2017, did your firm import and/or purchase imports of quartz surface products from India or Turkey instead of purchasing U.S.-produced quartz surface products? Respond for each subject country.

| Source | Yes (also respond to parts (b) and (c)) | No (If "No" for all countries, skip to next question) |
|---------------|--|--|
| India | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> |

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

| Source | Yes | No |
|---------------|--------------------------|--------------------------|
| India | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> |

(c) If you responded "Yes" to part (a), was price a primary reason for importing and/or purchasing subject imports rather than domestic product?

| Source | Yes | If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 2017 (in square feet) | No | If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product |
|---------------|--------------------------|---|--------------------------|--|
| India | <input type="checkbox"/> | | <input type="checkbox"/> | |
| Turkey | <input type="checkbox"/> | | <input type="checkbox"/> | |

III-31. **U.S. producers and import competition.**—

- (a) Since January 1, 2017, in connection with a sale or offer to sell quartz surface products to your firm, did U.S. producers reduce their prices of domestically produced quartz surface products in order to compete with lower-priced imports of quartz surface products from the subject countries? Respond for each subject country.

| Source | Yes (also respond to question part (b)) | No (If "No" for all countries, skip to next question) | Don't know |
|---------------|--|--|--------------------------|
| India | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Turkey | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

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

PART IV.—PRODUCT COMPARISONS

IV-1. **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 | India | Turkey | China | Other countries |
|--|-------|--------|-------|-----------------|
| United States | | | | |
| India | X | | | |
| Turkey | X | X | | |
| <p>For any country-pair producing quartz surface products which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:</p> <p>For any "other country" pair comparisons, please indicate if your firm is comparing product to product from China, Spain, and/or other nonsubject sources:</p> | | | | |

IV-2. **Factors other than price.**--Are differences other than price (e.g., color, design, look, 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 purchases of the products?

Please indicate A, F, S, N, or O in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| Country-pair | India | Turkey | Other countries |
|---------------------|-------|--------|-----------------|
| United States | | | |
| India | X | | |
| Turkey | X | X | |

For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's purchases of quartz surface products, identify the country-pair and report the advantages or disadvantages imparted by such factors:

For any "other country" pair comparisons, please indicate if your firm is comparing product to product from China, Spain, and/or other nonsubject sources:

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how quartz surface products produced in each country you identified in your response to the first question in Part IV compares with quartz surface products produced in each of the other countries you identified. *If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

| Factor | Product from <u>United States</u> compared to product from <u>India</u> | | | Product from <u>United States</u> compared to product from <u>Turkey</u> | | | Product from <u>India</u> compared to product from <u>Turkey</u> | | |
|--|---|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Color/design/aesthetics | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Breton manufacturing equipment | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Distribution and installation services | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Warranty | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

IV-3. Factor country comparisons.--Continued.

| Factor | Product from <u>United States</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>India</u> compared to product from <u>Nonsubject countries</u> | | | Product from <u>Turkey</u> compared to product from <u>Nonsubject countries</u> | | |
|--|--|--------------------------|--------------------------|--|--------------------------|--------------------------|---|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Color/design/aesthetics | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Breton manufacturing equipment | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Distribution and installation services | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs ¹ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Warranty | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

PART V.—ADDITIONAL INFORMATION

V-1. **Other explanations.**--If your firm would like to further explain a response to any question that for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

| |
|--|
| |
|--|

V-2. **OMB statistics.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire.

| Hours | Dollars |
|-------|---------|
| | |

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

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

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

https://www.usitc.gov/investigations/701731/2018/quartz_surface_products_India_and_Turkey/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: QUAR**

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

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

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