

## U.S. PRODUCERS' QUESTIONNAIRE

### CERAMIC TILE FROM CHINA

This questionnaire must be received by the Commission by **January 24, 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 countervailing duty and antidumping investigations concerning ceramic tile products ("ceramic tile") from China (Inv. Nos. 701-TA-621 and 731-TA-1447 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>Website</b> _____
Has your firm produced ceramic tile (as defined on next page) <u>at any time</u> since January 1, 2016?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)
<b>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: <b>CLAY</b>)</b>

#### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. By 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 10, 2019, by the Coalition for Fair Trade in Ceramic Tile. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/2019/ceramic\\_tile\\_china/final.htm](https://www.usitc.gov/investigations/2019/ceramic_tile_china/final.htm)

**Ceramic tile products ("ceramic tile")** covered by these investigations ("subject merchandise") is ceramic flooring tile, wall tile, paving tile, hearth tile, porcelain tile, mosaic tile, flags, finishing tile, and the like (hereinafter ceramic tile). Ceramic tiles are articles containing a mixture of minerals including clay (generally hydrous silicates of alumina or magnesium) that are fired so the raw materials are fused to produce a finished good that is less than 3.2 cm in actual thickness. All ceramic tile is subject to the scope regardless of end use, surface area, and weight, regardless of whether the tile is glazed or unglazed, regardless of the water absorption coefficient by weight, regardless of the extent of vitrification, and regardless of whether or not the tile is on a backing. Subject merchandise includes ceramic tile with decorative features that may in spots exceed 3.2 cm in thickness and includes ceramic tile "slabs" or "panels" (tiles that are larger than 1 meter<sup>2</sup> (11 ft.<sup>2</sup>)).

Subject merchandise includes ceramic tile that undergoes minor processing in a third country prior to importation into the United States. Similarly, subject merchandise includes ceramic tile produced that undergoes minor processing after importation into the United States. Such minor processing includes, but is not limited to, one or more of the following: Beveling, cutting, trimming, staining, painting, polishing, finishing, additional firing, or any other processing that would otherwise not remove the merchandise from the scope of the investigation if performed in the country of manufacture of the in-scope product.

Subject merchandise is provided for in the Harmonized Tariff Schedule of the United States (HTSUS) under the following subheadings of heading 6907: 6907.21.1005, 6907.21.1011, 6907.21.1051, 6907.21.2000, 6907.21.3000, 6907.21.4000, 6907.21.9011, 6907.21.9051, 6907.22.1005, 6907.22.1011, 6907.22.1051, 6907.22.2000, 6907.22.3000, 6907.22.4000, 6907.22.9011, 6907.22.9051, 6907.23.1005, 6907.23.1011, 6907.23.1051, 6907.23.2000, 6907.23.3000, 6907.23.4000, 6907.23.9011, 6907.23.9051, 6907.30.1005, 6907.30.1011, 6907.30.1051, 6907.30.2000, 6907.30.3000, 6907.30.4000, 6907.30.9011, 6907.30.9051, 6907.40.1005, 6907.40.1011, 6907.40.1051, 6907.40.2000, 6907.40.3000, 6907.40.4000, 6907.40.9011, and 6907.40.9051. Subject merchandise may also be provided for under subheadings of headings 6914 and 6905: 6914.10.8000, 6914.90.8000, 6905.10.0000, and 6905.90.0050. The HTSUS subheadings are provided for convenience and customs purposes only. The written description of the scope of this investigation is dispositive.

**Porcelain ceramic tile**--Impervious ceramic tile with a water absorption coefficient not exceeding 0.5 percent by weight, as measured by the ASTM C373 test method, regardless of clay composition, surface texture, or whether unglazed or glazed.

***Floor ceramic tile***--Ceramic tile, regardless of clay composition, surface texture, or whether glazed or unglazed, being specifically designed for durability and slip resistance, suitable for covering interior floor surfaces and for exterior walkways. Floor ceramic tile is classified under Porcelain Enamel Institute (PEI) rating categories of PEI Class II (interior residential and commercial wall, and residential bathroom floor applications) through PEI Class V (all residential floors and commercial floors). **Any tile meeting this questionnaire's definitions of both floor ceramic tile and wall ceramic tile should be classified as floor ceramic tile.**

***Wall ceramic tile***--Ceramic tile, regardless of clay composition, surface texture, or whether glazed or unglazed, being specifically designed for covering vertical surfaces, not otherwise required to meet the slip-resistance requirements for floor ceramic tile. Wall ceramic tile is classified under Porcelain Enamel Institute (PEI) rating category PEI Class I (residential and commercial wall applications only). **Any tile meeting this questionnaire's definitions of both floor ceramic tile and wall ceramic tile should be classified as floor ceramic tile.**

***Mosaic ceramic tile***--Porcelain or non-porcelain ceramic tile pieces; produced by either pressing or extruding; with a facial surface area not larger than twelve square inches; and prearranged, either with or without pieces of non-ceramic materials (stone, glass, metal, etc.), to form a decorative pattern on a mesh backing as either sheets or strips.

***Finishing ceramic tile***—These include bordering, capping, skirting, freeze, angle, corner, or other fitting tile pieces employed as complementary elements for finishing off the facing, paving, etc., with or without rounded edges, being non flat or three-dimensional, which give them the character of finishing pieces; that would be the case, in particular, for bordering, skirting, frieze, corner pieces, decorative inserts and other ceramic accessories. In these cases, the pieces need to match with the other basic tiles, so their proper surface usually has the same shade of finish as the normal tiles. They are generally sold by piece or by linear meter.

***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.

**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](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-2a. **Establishments covered.**--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. **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 of ceramic tile, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire: _____.			

I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

I-2c. **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-3. **Petitioner status.**--Is your firm a 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, relating to the ultimate parent/owner.

Firm name	Country	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 ceramic tile from China into the United States or that are engaged in exporting ceramic tile from China to the United States?

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 **Christopher W. Robinson** (202-205-2542, [chris.robinson@usitc.gov](mailto:chris.robinson@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-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of ceramic tile since January 1, 2016.

<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-3. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-4. **Product shifting.**—

(a) Is your firm able to switch production (capacity) between ceramic tile 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"/>	

(b) 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-5. **Tolling.**--Since January 1, 2016, has your firm been involved in a toll agreement regarding the production of ceramic tile?

**"Toll agreement"**--Agreement between two firms whereby the first firm ("**TOLLEE**") furnishes the raw materials and the second firm ("**TOLLER**") 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--skip to next question.

Yes--For all such agreements entered into by your firm, please indicate whether your firm was the toller or tollee.

Our firm	Other firm(s)
<input type="checkbox"/> Toller	Please name the tollee(s): _____
<input type="checkbox"/> Tollee <sup>1</sup>	Please name the toller(s): _____
<sup>1</sup> Identify the raw material input(s) that your firm provided the toller(s): _____	

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

- (a) **Firm's FTZ operations.**--Does your firm produce ceramic tile in and/or admit ceramic tile 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 designated 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 ceramic tile into a foreign trade zone (FTZ) for use in distribution of ceramic tile 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. **Production, shipment, and inventory data**--Report your firm's production capacity, production, shipments, and inventories related to the production of ceramic tile in its U.S. establishment(s) during the specified periods.

**"Average production capacity" or "capacity"** – The level of 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 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 (including for your own firm's retail sales)"** – Product consumed internally by your firm, which includes merchandise that your firm transferred to your own firm's retail locations. Such transactions are valued at fair market value (i.e., not the total value of final downstream processed merchandise (in the case of internal consumption), nor the retail sale value (in the case of your firm owning and operating its own retail locations); rather these transactions should be recorded at the fair market wholesale value of the merchandise used for further processing or for retail level sale).

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

**"Related firm"** –A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

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

**"Inventories"** – Finished goods inventory, not raw materials or work-in-progress.

*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-7. Production, shipment, and inventory data.--Continued**

<b>Quantity (in thousands of square feet) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Average production capacity<sup>1</sup> (quantity) (A)</b>					
<b>Beginning-of-period inventories (quantity) (B)</b>					
<b>Production (quantity) (C)</b>					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption (including for your own firm's retail sales):<sup>2</sup></b>					
Quantity (F)					
Value <sup>2</sup> (G)					
<b>Transfers to related firms:<sup>2</sup></b>					
Quantity (H)					
Value <sup>2</sup> (I)					
<b>Export shipments:<sup>3</sup></b>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories (quantity) (L)</b>					
<p><sup>1</sup> 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><sup>2</sup> 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><sup>3</sup> 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.

<b>Reconciliation</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
B + C – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<p><sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate (e.g. breakage/shrinkage; product samples; or obsolete inventory):_____.</p>					

II-8. **Explanation of trends.**-- Please indicate what decisions, events or factors are impacting or explain the trend in the following metrics reported above for the 2016 to 2018 period.

<b>Metric</b>	<b>Explanation of trend 2016 to 2018</b>
Capacity	
Production	
U.S. shipment quantities	
U.S. shipment average unit values	
Export shipment quantities	
Export shipment average unit values	
Ending inventories	

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

<b>Quantity (in thousands of square feet) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Channels of distribution:</b>					
<b>U.S. shipments:</b>					
To Distributors <sup>1</sup>					
Quantity (M)					
Value (N)					
To Big box/home center retailers					
Quantity (O)					
Value (P)					
To Other retailers					
Quantity (Q)					
Value (R)					
To Contractors/builders					
Quantity (S)					
Value (T)					
To Other end users					
Quantity (U)					
Value (V)					
<sup>1</sup> This category includes floor covering wholesalers.					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through V) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through 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.

<b>Reconciliation</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Quantity:</b> M + O + Q + S + U – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> N + P + R + T + V – E – G – I = zero ("0"), if not revise.	0	0	0	0	0

II-10. **U.S. shipments by water permeability.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of ceramic tile by water permeability in the specified periods. See definition on page 2.

<b>Quantity (in thousands of square feet) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>U.S. shipments. —</b>					
Porcelain ceramic tile					
Quantity (W)					
Value (X)					
Non-porcelain ceramic tile					
Quantity (Y)					
Value (Z)					

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for U.S. shipments (i.e., lines W through Z) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period in question II-7. 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.

<b>Reconciliation</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Quantity:</b> W + Y – D – F - H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> X + Z – E – G - I = zero ("0"), if not revise.	0	0	0	0	0

II-11. **U.S. shipments by product type.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of ceramic tile by product type in the specified periods. See definition on pages 2-3.

<b>Quantity (in thousands of square feet) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>U.S. shipments. —</b>					
Non-mosaic					
Floor ceramic tile					
Quantity (AA)					
Value (AB)					
Wall ceramic tile					
Quantity (AC)					
Value (AD)					
Other ceramic tile					
Quantity (AE)					
Value (AF)					
Mosaic					
Floor ceramic tile					
Quantity (AG)					
Value (AH)					
Wall ceramic tile					
Quantity (AI)					
Value (AJ)					
Other ceramic tile					
Quantity (AK)					
Value (AL)					

**RECONCILIATION OF U.S. SHIPMENTS.**--Please ensure that the quantities and values reported for U.S. shipments (i.e., lines AA through AL) in each time period equal the quantity and value reported for U.S. shipments (i.e., lines D through I) in each time period in question II-7. 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.

<b>Reconciliation</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Quantity:</b> AA + AC + AE + AG + AI + AK – D – F – H = zero ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> AB + AD + AF + AH + AJ + AL – E – G – I = zero ("0"), if not revise.	0	0	0	0	0



II-12. **Employment data.**--Report your firm's employment-related data related to the production of ceramic tile 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 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.

If your firm had the same number of PRWs in all calendar years and had not experienced any changes in PRWs in the most recent interim period, you would have the same number of PRWs for the interim periods, regardless of whether the interim periods are Jan-Mar (Q1), Jan-June (Q1+Q2), or Jan-Sept (Q1+Q2+Q3)."

**"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.

Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>\$1,000</i> )					

Explanation of trends:

II-13. **Related firms.**--If your firm reported transfers to related firms in question II-7, please identify the firm(s) and 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-12. **Purchases.**--Has your firm purchased ceramic tile produced in the United States or in other countries since January 1, 2016? (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.

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

*Note:* If your firm served as the importer of record for any purchases from foreign suppliers, either for your own account or as a service for another entity, those purchases are to be considered "imports" not "purchases" and **should not** be included in the table below

<b>(Quantity in thousands of square feet)</b>					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Purchases from U.S. importers<sup>1</sup> of ceramic tile from—</b>					
China					
All other sources					
<b>Purchases from domestic producers<sup>2</sup></b>					
<b>Purchases from other sources<sup>2</sup></b>					
<sup>1</sup> 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: _____. <sup>2</sup> Please list the name of the producer(s) or U.S. distributor(s) from which your firm purchased this product: _____.					

II-13. **Imports.**--Since January 1, 2016, has your firm imported ceramic tile?

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

II-14. **Digital printing.**--Does your firm use digital printing technology as part of your firm's production process for ceramic tile?

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

II-15. **Other explanations.**--If your firm would like to further explain a response to a question in Part II for which a narrative box was not provided, 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 **Joanna Lo (202-205-1888, [joanna.lo@usitc.gov](mailto:joanna.lo@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:

\_\_\_\_\_

Note: Regardless of your firm's fiscal year, please report financial data on a calendar year basis.

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include ceramic tile:

\_\_\_\_\_

2. Does your firm prepare profit/loss statements for ceramic tile:

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,    10 Qs,  
 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 ceramic tile, 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 ceramic tile, and provide the share of net sales accounted for by these products in 2018.

Product	Share of sales in 2018
Porcelain ceramic tile (regardless of application type)	%
Non-porcelain ceramic tile (regardless of application type)	%
	%
	%
	%

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

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

III-7. **Inputs from related suppliers detailed.**--Please identify the inputs used in the production of ceramic tile that your firm purchases from related suppliers and that are reflected in question III-9a. For "Share of total COGS" please report this information by relevant input on the basis of 2018. 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 <sup>1</sup>	Related supplier <sup>2</sup>	Share of total COGS in 2018

<sup>1</sup> Input valuation as recorded in the firm's accounting books and records:  
<sup>2</sup> Briefly explain how this supplier is related to your firm (e.g. same parent, part ownership):

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-9a (financial results on ceramic tile) in a manner consistent with your firm's accounting books and records.

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

III-9a. **Operations on ceramic tile.**--Report the revenue and related cost information requested below on the ceramic tile operations of your firm's U.S. establishment(s).<sup>1</sup> **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 calendar years 2016, 2017, 2018, and for the specified interim periods. **If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Joanna Lo at (202) 205-1888 or [joanna.lo@usitc.gov](mailto:joanna.lo@usitc.gov) before completing this section of the questionnaire.**

- Report internal consumption and transfers to related firms at fair market value.
- Do not include ceramic tile samples or shrinkage as internal consumption.
- Do not report resales.
- Do not include any data for out-of-scope products.

III-9a. **Operations on ceramic tile**--Continued.

<b>Quantity (in thousands of square feet) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2018</b>	<b>2019</b>
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales ("CS") (A)					
Internal consumption ("IC") (B)					
Transfers to related firms ("Transfers") (C)					
Total net sales quantities (D)	0	0	0	0	0
<b>Net sales values:<sup>2</sup></b>					
Commercial sales (E)					
Internal consumption (F)					
Transfers to related firms (G)					
Total net sales values (H)	0	0	0	0	0
<b>Cost of goods sold (COGS):<sup>3</sup></b>					
Raw materials (I)					
Energy costs (J)					
Direct labor (K)					
Other factory costs (L)					
Total COGS (M)	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative ("SG&amp;A") expenses:</b>					
Selling expenses (N)					
General and administrative expenses ("G&A") (O)					
Total SG&A expenses (P)	0	0	0	0	0
<b>Operating income (loss) (Q)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense (R)					
All other expense items (S)					
All other income items (T)					
<b>Net income or (loss) before income taxes (U)</b>	0	0	0	0	0
<b>Depreciation/amortization included above (V)</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> 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. Please confirm that the value of net sales (row H) excludes discounts, returns, allowances, and prepaid freight:  Yes  No, explain:  
<sup>3</sup> COGS (whether for domestic or export sales) should include costs associated with CS, IC, and Transfers.

*Note -- Table III-9a above contains calculations that will appear when you have entered data in the MS Word form fields.*

V-9b. **Financial data checklist.**--Please check that the financial data in question III-9a have been correctly reported.

<b>Confirm the following regarding your financial data in question III-9a:</b>	<b>√ if Yes</b>
In \$1,000 dollars ( <i>not</i> actual dollars)?	<input type="checkbox"/>
Include only the in-scope ceramic tile?	<input type="checkbox"/>
Net Sales (CS, IC, and Transfers) <b>exclude</b> discounts, returns, allowances, prepaid freight, and all freight?	<input type="checkbox"/>
COGS excludes finished goods freight to customers?	<input type="checkbox"/>
SG&A excludes finished goods freight to customers?	<input type="checkbox"/>
All costs exclude finished goods freight to customers?	<input type="checkbox"/>
<b>If you did not √ Yes in any of the boxes above, go back to V-9a and revise your responses.</b>	

III-9c. **Financial data reconciliation.**--The calculable line items from question III-9a (i.e., total net sales quantities (row D) and values (row H), total COGS (row M), gross profit (or loss) (row N), total SG&A (Q), operating income (or loss) (row R), and net income (or loss) (row V)) 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?

<b>Yes</b>	<b>No</b>	<p><b>If no--</b>If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise. For items reported after operating income (loss) in row Q, check the signs reported (rows R, S, and T). The two expense items in rows R and S should report positive numbers (i.e., expenses are positive and incomes or reversals are negative--instances of the latter should be rare in rows R and S) while the other income reported in row T should have positives values in most instances (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-9d. **Raw materials.**--Please report the share of total raw material costs in 2018 (reported in III-9a, row I) for the specified raw material inputs below:

Input	Share of total raw material costs in 2018 (percent)	Procurement method	
		Primarily produced by your firm	Primarily purchased by your firm
Clay for ceramic tile		<input type="checkbox"/>	<input type="checkbox"/>
Silica, feldspar, and other mineral additives		<input type="checkbox"/>	<input type="checkbox"/>
Glazing, decorating, and other surfacing materials		<input type="checkbox"/>	<input type="checkbox"/>
All other raw material inputs <sup>1</sup>		<input type="checkbox"/>	<input type="checkbox"/>
Total (should sum to 100 percent)	0.0		
<sup>1</sup> 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-9e. **Raw materials checklist.**--Please check that the raw materials information in question III-9d has been correctly reported.

Confirm the following regarding your responses in question III-9d:	✓ if Yes
Include only raw materials used for in-scope ceramic tile?	<input type="checkbox"/>
Reflect the raw materials reported in question III-9a, row I?	<input type="checkbox"/>
Inputs "produced from your firm" are from the facilities listed in question I-2 and not other legal entities with common ownership or other affiliation?	<input type="checkbox"/>
Inputs from affiliated companies are purchases listed in question III-7?	<input type="checkbox"/>
"Other" raw materials, if any, are specified and listed in question III-9d, footnote 3?	<input type="checkbox"/>
Total sums to 100 percent in question III-9d?	<input type="checkbox"/>
<b>If you did not ✓ Yes in any of the boxes above, go back to V-9d and revise your responses.</b>	

III-9d. **Other cost items (in addition to raw materials).**--Based on the cost information for your firm's ceramic tile operations as reported in question III-9a, report where identified items, as applicable, are classified in question III-9a (e.g., raw materials, other factory costs, selling costs, general & administrative costs) in 2018.

Input	Share of other costs in 2018 (percent)
Breakage/shrinkage <sup>1</sup>	
Product samples <sup>2</sup>	
Design costs <sup>3</sup>	
Obsolete inventory <sup>4</sup>	
Other cost items <sup>5</sup>	
Total (should sum to 100 percent)	0.0
<sup>1</sup> Classification of breakage/shrinkage is classified in question III-9a: (e.g. other factory costs). <sup>2</sup> Classification of product samples in question III-9a: (e.g. selling costs). <sup>3</sup> Classification of design costs in question III-9a: (e.g. other factory costs). <sup>4</sup> Classification of obsolete inventory (due to consumer preference changes or other market conditions) in question III-9a: (e.g. other factory costs). <sup>5</sup> Classification of "other" cost items in question III-9a (do not include raw materials or energy costs listed in question III-9a, rows I and J or the specific raw material items listed in question III-9d): .	

III-10. **Nonrecurring items (charges and gains) included in the subject product financial results.**--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 \$1,000*), 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.

Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
	<b>Value (\$1,000)</b>				
Nonrecurring item 1					
Nonrecurring item 2					
Nonrecurring item 3					
Nonrecurring item 4					
Nonrecurring item 5					
Nonrecurring item 6					
Nonrecurring item 7					

**Nonrecurring item:** In the table below, please provide a brief description of each nonrecurring item reported above and indicate the specific row letter in table III-9a where the nonrecurring item is classified.

	Description of the nonrecurring item	Income statement classification of the specific nonrecurring item (row letter in III-9a)
Nonrecurring item 1		Row
Nonrecurring item 2		Row
Nonrecurring item 3		Row
Nonrecurring item 4		Row
Nonrecurring item 5		Row
Nonrecurring item 6		Row
Nonrecurring item 7		Row

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 question III-10 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 question III-10 identify where these items are reported in question III-9a.

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of ceramic tile. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for ceramic tile 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 2016, 2017, and 2018.

**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.

Value (in \$1,000)			
Item	Calendar years		
	2016	2017	2018
Total assets (net) <sup>1,2</sup>			
<sup>1</sup> List the top assets (e.g. accounts receivables, inventories, PP&E, intangibles) _____ <sup>2</sup> Describe substantial changes in asset values _____			

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development ("R&D") expenses for ceramic tile. Provide data for calendar years 2016, 2017, 2018, and for the specified interim periods.

Value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
Capital expenditures <sup>1</sup>					
R&D expenses <sup>2</sup>					
<sup>1</sup> Please describe the nature, focus, and significance of your firm's <b>capital expenditures</b> on the subject product. _____ <sup>2</sup> Please describe the nature, focus, and significance of your firm's <b>R&amp;D expenses</b> related to subject product. _____					

III-14. **Assets, capital expenditures, and R&D checklist.**--Please check that the assets, capital expenditures, and R&D information in questions III-12 and III-13 are complete.

Confirm the following regarding your responses in questions III-12 and III-13:	√ if Yes
Top assets are listed in question III-12, footnote 1?	<input type="checkbox"/>
Substantial changes in assets are described in question III-12, footnote 2?	<input type="checkbox"/>
Capital expenses are described in question III-13, footnote 1, if applicable?	<input type="checkbox"/>
R&D are described in question III-13, footnote 2, if applicable?	<input type="checkbox"/>
Provided explanations if your firm did not have capital expenditures or R&D?	<input type="checkbox"/>
<b>If you did not √ Yes in any of the boxes above, go back to III-12 and/or III-13 and revise your responses.</b>	

III-15a. **Data completeness, consistency, and reconciliation.**--For the data provided in "PART II: TRADE DATA" and "PART III: FINANCIAL DATA", please check that all responses, if relevant, were entered and that the data provided are consistent and reconcile. For example, the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) since both are to be reported on the same calendar year basis.

<b>Confirm the following to ensure that your responses are complete for PART II and PART III:</b>	<b>√ if Yes</b>
All periods requested have been accounted for (no blank columns or rows) unless your firm was not a U.S. producer for that period?	<input type="checkbox"/>
All footnotes, if relevant, have been filled out?	<input type="checkbox"/>

***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. 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	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Quantity:</b> Trade data from question II-7 (rows D, F, H, and J) less financial total net sales quantity data from question III-9a (row D) = zero ("0").	0	0	0	0	0
<b>Value:</b> Trade data from question II-7 (rows E, G, I, and K) less financial total net sales value data from question III-9a (row H) = zero ("0").	0	0	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

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

III-15b. **Consistency with financial data reported in preliminary phase.**—Do your responses to questions III-9a, III-10, III-12, or III-13 differ from the data provided during the preliminary phase of these investigations for calendar years 2016, 2017, and 2018?

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

III-15. **Effects of imports on investment.**--Since January 1, 2016, 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 ceramic tile from China?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<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"/>	Idling of one or more kilns for a longer period than anticipated.	
<input type="checkbox"/>	Other	

III-16. **Effects of imports on growth and development.**--Since January 1, 2016, 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 ceramic tile from China?

<b>No</b>	<b>Yes</b>	<b>If yes, my firm has experienced actual negative effects as follows.</b>
<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-17. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of ceramic tile from China?

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

III-18. **Other explanations.**--If your firm would like to further explain a response to a question in Part III for which a narrative box was not provided, 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 Cindy Cohen (202-205-3230, [cindy.cohen@usitc.gov](mailto:cindy.cohen@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, 2016 of the following products produced by your firm.

**Product 1.**--Porcelain tile, rectangular, 6"--8" in width by 24"--36" in length (*excluding mosaic ceramic tile and finishing ceramic tile*)

**Product 2.**--Porcelain tile, square or rectangular, 12"--24" in width by 12"--24" in length (*excluding mosaic ceramic tile and finishing ceramic tile*)

**Product 3.**--Non-porcelain ceramic tile, square or rectangular, 12"--24" in width by 12"--24" in length (*excluding mosaic ceramic tile and finishing ceramic tile*)

**Product 4.**-- Non-porcelain ceramic tile, square or rectangular, 3"--6" in width by 6"--12" in length (*excluding mosaic ceramic tile and finishing ceramic tile*)

**Product 5.**-- Mosaic ceramic tile, 12" by 12" square or interlocking, on a mesh sheet

**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).**

During January 2016-September 2019, 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)?

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



IV-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

Report data in **square feet** (not 1,000s) and **actual dollars** (not 1,000s).

Period of shipment	Product 1 <u>sold to home center retailers</u>		Product 2 <u>sold to distributors</u>		Product 3 <u>sold to home center retailers</u>	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2016:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2017:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2018:</b>						
January-March						
April-June						
July-September						
October-December						
<b>2019:</b>						
January-March						
April-June						
July-September						
<sup>1</sup> 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. <sup>2</sup> Pricing product definitions are provided on the first page of Part IV.  <b>Note.</b> --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.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

Report data in **square feet** (not 1,000s) and **actual dollars** (not 1,000s).

Period of shipment	Product 4 <u>sold to other retailers</u>		Product 5 <u>sold to home center retailers</u>	
	Quantity	Value	Quantity	Value
<b>2016:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2017:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2018:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2019:</b>				
January-March				
April-June				
July-September				

<sup>1</sup> 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.

<sup>2</sup> 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:

IV-2b. **Price data checklist.**--Please check that the pricing data in question IV-2(b) has been correctly reported.

Are the price data reported above:	<b>√ if Yes</b>
In square feet ( <b>not</b> 1,000s of square feet)?	<input type="checkbox"/>
In actual dollars ( <b>not</b> \$1,000)?	<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"/>
Less than reported commercial shipments in part II in each year?	<input type="checkbox"/>
Exclusive of mosaic tile and finishing tile for products 1-4?	<input type="checkbox"/>

IV-2c. **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 ceramic tile (*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 ceramic tile 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 ceramic tile in 2018 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 2018 sales	%	%	%	%	0.0 %

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

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Long-term contracts</b> (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 <sup>1</sup>	<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"/>
<sup>1</sup> 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 ceramic tile?

<b>Source</b>	<b>Share of 2018 sales</b>	<b>Lead time (Average number of days)</b>
From inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

**IV-9. Shipping information.--**

- (a) What is the approximate percentage of the cost of U.S.-produced ceramic tile that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent
- (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 ceramic tile that are delivered the following distances from its production facility.

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

**IV-10. Geographical shipments.--** In which U.S. geographic market area(s) has your firm sold its U.S.-produced ceramic tile since January 1, 2016 (check all that apply)?

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

IV-11. **End uses.**--For the end uses for which your firm sells ceramic tile, what percentage of the total cost is accounted for by ceramic tile and other inputs?

End-use	Share of total cost of end use product accounted for by		Total (should sum to 100.0% across)
	Ceramic tile	Other inputs	
Installed flooring	%	%	0.0 %
Installed wall covering	%	%	0.0 %
	%	%	0.0 %

IV-12. **Substitutes.**—

(a) Is luxury vinyl tile (“LVT”) considered as a substitute for ceramic tile in the same end uses?

No                       Yes--Please fill out the table.

End use(s) in which LVT is used as a substitute for ceramic tile	Have changes in the price of LVT affected the price for ceramic tile?		
	No	Yes	Explanation
	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Can products other than LVT be substituted for ceramic tile?

No                       Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for ceramic tile?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

(c) Do other non-ceramic products compete for sales with ceramic tile?

No	Yes	If yes, please list the products and the applications in which they compete with ceramic tile, and describe any changes in the level of competition since January 1, 2016.
<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 ceramic tile has changed since January 1, 2016. Explain any trends and describe the principal factors that have affected these changes in demand.

<b>Market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
Within the U.S.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the U.S.	<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 ceramic tile since January 1, 2016?

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

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

(a) Is the ceramic tile market subject to business cycles and/or other conditions of competition distinctive to ceramic tile? If yes, describe.

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

(b) If yes, have there been any changes in the business cycles or conditions of competition for ceramic tile since January 1, 2016?

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



IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply ceramic tile since January 1, 2016 (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 and energy costs.**—

(a) How have ceramic tile raw material prices changed since January 1, 2016?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for ceramic tile.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) How have ceramic tile energy prices changed since January 1, 2016?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how energy cost changes have affected your firm's selling prices for ceramic tile.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**IV-18. Impact of the section 301 investigation.--**

(a) Did the imposition of tariffs on Chinese-origin products under section 301 have an impact on the ceramic tile market in the United States?

<b>Yes—</b> Please indicate the impact in the table below.	<b>No</b>	<b>Don't know</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) If you answered yes to part (a) above, please indicate the impact of the implementation of tariffs in the section 301 investigation on the following factors.

<b>Factor</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explain, noting how the imposition of tariffs under section 301 affected each factor of the ceramic tile market in the United States.</b>
Supply of U.S.-produced ceramic tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of ceramic tile imported from China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Supply of ceramic tile imported from other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prices for ceramic tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall U.S. demand for ceramic tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Raw material costs for ceramic tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-19. **Interchangeability.**--Is ceramic tile produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Other countries
United States		
China	X	
For any country-pair producing ceramic tile 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. If your answer for other countries varies by other country, please explain.		

IV-20. **Factors other than price.**--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between ceramic tile 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	Other countries
United States		
China	X	
For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's purchases of ceramic tile, identify the country-pair and report the advantages or disadvantages imparted by such factors. If your answer for other countries varies by other country, please explain.		

IV-21. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for ceramic tile since January 1, 2016. Indicate the share of the quantity of your firm's total shipments of ceramic tile that each of these customers accounted for in 2018.

	Customer's name	City	State	Share of 2018 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

IV-22. **Competition from imports.**--

(a) **Lost revenue.**--Since January 1, 2016: To avoid losing sales to competitors selling ceramic tile 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, 2016: Did your firm lose sales of ceramic tile to imports of this product from China?

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

IV-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part IV for which a narrative response box was not provided, 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.

## 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/2019/ceramic\\_tile\\_china/final.htm](https://www.usitc.gov/investigations/2019/ceramic_tile_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:** **CLAY**

- **E-mail.**—E-mail the MS Word questionnaire to [chris.robinson@usitc.gov](mailto:chris.robinson@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.