## **U.S. PRODUCERS' QUESTIONNAIRE**

### FOUNDRY COKE FROM CHINA

This questionnaire must be received by the Commission by <u>December 19, 2017</u>

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 review of the antidumping duty order concerning foundry coke from China (Inv. No. 731-TA-891 (Third Review)). 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)).

City	State	Zip Code				
Website						
Has your firm produced	d foundry coke (as defined on the next page) at	t any time since January 1, 2014?				
NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)						
YES (Comple	ete all parts of the questionnaire, and return the enti	ire questionnaire to the Commission)				
•	re via the Commission <i>Drop Box</i> by clicking c.gov/oinv/ (PIN: Coke)	on the following link:				
	CERTIFICATION					
ge and belief and unders of this certification I als tion provided in this que	nerein supplied in response to this questions stand that the information submitted is subject to grant consent for the Commission, and it estionnaire and throughout this proceeding if the same or similar merchandise.	ct to audit and verification by the Commissic ts employees and contract personnel, to u				
ge and belief and unders of this certification I als tion provided in this que ed by the Commission on adersigned, acknowledge ing or other proceedings el (a) for developing or r and evaluations relation x 3; or (ii) by U.S. govern	stand that the information submitted is subje so grant consent for the Commission, and i	ct to audit and verification by the Commission is employees and contract personnel, to use in any other import-injury proceedings or result in this request for information and throughout mmission, its employees and Offices, and controversion, or (b) in internal investigations, or instance of the Commission including under 5				
ge and belief and unders of this certification I als tion provided in this que ed by the Commission on adersigned, acknowledge ing or other proceedings el (a) for developing or r and evaluations relation x 3; or (ii) by U.S. govern	stand that the information submitted is subject of grant consent for the Commission, and it estionnaire and throughout this proceeding it the same or similar merchandise.  The that information submitted in response to may be disclosed to and used: (i) by the Committed in the records of this or a related program to the programs, personnel, and operationment employees and contract personnel, sole	ct to audit and verification by the Commission is employees and contract personnel, to use in any other import-injury proceedings or result in this request for information and throughout mmission, its employees and Offices, and controversion, or (b) in internal investigations, or instance of the Commission including under 5				
ge and belief and unders of this certification I als tion provided in this que ed by the Commission on adersigned, acknowledge ing or other proceedings el (a) for developing or r and evaluations relation personnel will sign appro-	stand that the information submitted is subject of grant consent for the Commission, and it estionnaire and throughout this proceeding if the same or similar merchandise.  The that information submitted in response to may be disclosed to and used: (i) by the Committed in the records of this or a related program, personnel, and operating the the programs, personnel, and operating the maintaining the records of the programs, personnel, and operating the programs, personnel, and operating the maintaining the records of this or a related program to the programs, personnel, and operating the maintaining the angles and contract personnel, soletopriate nondisclosure agreements.	ct to audit and verification by the Commission its employees and contract personnel, to use in any other import-injury proceedings or result this request for information and throughout mmission, its employees and Offices, and controversion, or (b) in internal investigations, or including under 5 the Commission including under 5 the cybersecurity purposes. I understand the commission including under 5 the cybersecurity purposes.				

#### PART I.—GENERAL INFORMATION

**Background.**--On September 17, 2001, the Department of Commerce ("Commerce") issued an antidumping duty order on imports of foundry coke from China. On August 4, 2017, the Commission instituted a review pursuant to section 751(c) of the Tariff Act of 1930 (19 U.S.C. § 1675(c)) (the Act) to determine whether revocation of the order would be likely to lead to continuation or recurrence of material injury to the domestic industry within a reasonably foreseeable time. If both the Commission and Commerce make an affirmative determination, the order will remain in place. If either the Commission or Commerce makes a negative determination, Commerce will revoke the order. Questionnaires and other information pertinent to this proceeding are available at https://www.usitc.gov/investigations/701731/2017/foundry\_coke\_china/third\_review\_full.htm.

Foundry coke covered by these investigations is coke larger than 100 mm (4 inches) in maximum diameter and at least 50 percent of which is retained on a 100 mm (4 inch) sieve, of a kind used in foundries. The foundry coke products subject to the antidumping duty order were classifiable under subheading 2704.00.00.10 (as of Jan 1, 2000) and are currently classifiable under subheading 2704.00.00.11 (as of July 1, 2000) of the Harmonized Tariff Schedule of the United States (HTSUS). Although the HTSUS subheadings are provided for convenience and Customs purposes, our written description of the scope of the order is dispositive.

**Reporting of information**.--If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates. If your firm is completing more than one questionnaire in connection with this proceeding (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

<u>Confidentiality</u>.--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.

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

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

I-1. <u>OMB statistics</u>.--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-2. <u>Establishments covered</u>.--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. Firms operating more than one establishment should combine the data for all establishments into a single report.

"<u>Establishment</u>"--Each facility of a firm involved in the <u>production</u> of foundry coke, 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			
1		1.1	

<sup>&</sup>lt;sup>1</sup> Additional discussion on establishments consolidated in this questionnaire:

Country	Support	Oppose	Take	e no positio
China				
	rm owned, in whole or in		firm?	
Firm name	Address	imation.		Extent of ownership (percent)
oreign, that are engagen exporting foundry o	portersDoes your firm ged in importing foundry oke to the United States sList the following info	coke into the Unite?	ed States o	r that are er
oreign, that are engagen exporting foundry c	ged in importing foundry oke to the United States	coke into the Unite?		r that are er
oreign, that are engagen exporting foundry o	ged in importing foundry oke to the United States sList the following info	coke into the Unite?	ed States o	r that are er

Firm name	Country	Affiliation

## PART II.--TRADE AND RELATED INFORMATION

Fax

Further information on this part of the questionnaire can be obtained from **Ayanna Butler** (202-205-2208, <a href="mayanna.butler@usitc.gov">ayanna.butler@usitc.gov</a>). Supply all data requested on a <a href="mayanna.butler@usitc.gov">calendar-year</a> basis.

II-1.		<u>Contact information</u> 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						
	Telenhone						

II-2. <u>Changes in operations.</u>—Please indicate whether your firm has experienced any of the following changes in relation to the production of foundry coke since January 1, 2014.

Checl	k as many as appropriate.	If checked, please describe; leave blank if not applicable.
	Plant openings	
	Plant closings	
	Relocations	
	Expansions	
	Acquisitions	
	Consolidations	
	Prolonged shutdowns or production curtailments	
	Revised labor agreements	
	Other (e.g., technology)	

II-3a. **Production using same machinery.--**Please report your firm's production of products made on the same equipment and machinery used to produce foundry coke, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall 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).

"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.

Quantity (in metric tons)						
		Calendar year	January-S	eptember		
Item	2014 2015 2016			2016	2017	
Overall production capacity						
<b>Production of:</b> Foundry coke <sup>1</sup>	0	0	0	0	0	
Other products <sup>2</sup>						
Total	0	0	0	0	0	

<sup>&</sup>lt;sup>1</sup> Data entered for production of foundry coke will populate here once reported in question II-4. <sup>2</sup> Please identify these products: \_\_\_\_\_\_.

II-3b.	Operating parametersThe production capacity reported in II-3a is based on operating hou per week, weeks per year.	ırs
II-3c.	<u>Capacity calculation</u> Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity.	

II-3d.	<u>Production constraints</u> Please describe the constraint(s) that set the limit(s) on your firm's production capacity.
II-3e.	<u>Product shifting</u> Is your firm able to switch production (capacity) between foundry coke and othe products using the same equipment and/or labor?
	No Yes (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products:
II-3f.	<u>Product shifting factors</u> 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-4. **Production, shipment, and inventory data**.--Report your firm's production capacity, production, shipments, and inventories related to the production of foundry coke 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.
  - **"U.S. commercial shipments"** –Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report <u>net values</u> (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.
  - "Internal consumption" Product consumed internally by your firm. Such transactions are valued at fair market value.
  - "Transfers to related firms" Shipments made to related domestic firms. Such transactions are valued at fair market value.
  - "Related firm" A firm that your firm solely or jointly owns, manages, or otherwise controls.
  - "Export shipments" Shipments to destinations outside the United States, including shipments to related firms.
  - "Inventories" Finished goods inventory, 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-4. **Production, shipment, and inventory data**. --Continued

Quai	ntity ( <i>in metric</i>	tons) and valu	ie ( <i>in \$1,000</i> )		
	Calendar year			January-S	eptember
ltem	2014	2015	2016	2016	2017
Average production capacity <sup>1</sup> (quantity) (A)					
Beginning-of-period inventories (quantity) (B)					
Production (quantity) (C)					
U.S. shipments: Commercial shipments: Quantity (D)					
Value (E)					
Internal consumption: <sup>2</sup> Quantity (F)					
Value (G)					
Transfers to related firms: <sup>2</sup> Quantity (H)					
Value (I)					
Export shipments: <sup>3</sup> Quantity (J)					
Value (K)					
End-of-period inventories (quantity) (L)					
<sup>1</sup> The production capacity reported is bas methodology used to calculate production ca					
<sup>2</sup> Internal consumption and transfers to r different basis for valuing these transactions, for each of the periods noted above: <sup>3</sup> Identify your firm's principal export man	please specify the	ld be valued at fair at basis (e.g., cost,	market value. In t cost plus, etc.) and	he event that your provide value data	firm uses a a using that basi

### II-4. Production, shipment, and inventory data.--Continued

<u>RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.</u>—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.

		Calendar year	January-September					
Item	2014	2015	2016	2016	2017			
B+C-D-F-H-J-L = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0			
<sup>1</sup> Explanation if the canonetheless accurate:	<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are							

# II-5. <u>Channels of distribution</u>.--Report your firm's commercial U.S. shipments by channel of distribution.

Quantity (in metric tons)							
Calendar year				January-September			
Item	2014	2015	2016	2016	2017		
Channels of distribution:							
Commercial U.S. shipments—							
to Distributors (quantity) (M)							
to End users (quantity) (N)							

<u>RECONCILIATION OF CHANNELS</u>.--Please ensure that the quantities reported for channels of distribution (i.e., lines M and N) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) 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.

		Calendar year	January-S	eptember	
Reconciliation item	2014	2015	2016	2016	2017
M + N - D = zero ("0"),					
if not revise.	0	0	0	0	0

II-6. <u>Employment data</u>.--Report your firm's employment-related data related to the production of foundry coke 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.

	Calendar year			January-September	
Item	2014	2015	2016	2016	2017
Employment data: Average number of PRWs (number) (O)					
Hours worked by PRWs (1,000 hours) (P)					
Wages paid to PRWs (\$1,000) (Q)					

explanation of trends:							

please indicate t venture, wholly non-market forn	<u>Transfers to related firms.</u> If your firm reported transfers to related firms in question II-4, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.						
II-8. <u>Purchases</u> Oth January 1, 2014		nports, has your	firm otherwise p	ourchased foundr	ry coke since		
☐ No	 reason	s differ by sourc	sons for your firn e, please elabora s below for the s	ite) and report th	ne quantity and		
			a U.S. corporate as directly impor	•			
"Direct import" record or consig Reason for purc	nee.	o buy from a fo	reign supplier wh	ere your firm is t	the importer of		
reason for parel	iuses.						
		Quantity (in me	tric tons)				
		Calendar years	5	January-S	eptember		
Item	2014	2015	2016	2016	2017		
Purchases from U.S. importers¹ of foundry coke from— China							
All other sources							
Purchases from domestic producers <sup>2</sup>							
Purchases from other sources <sup>2</sup>							
<sup>1</sup> Please list the name of suppliers differ by source <sup>2</sup> Please list the name of	e, please identify	the source for eac	ch listed supplier:				

U.S. Producers'	Questionnaire	- Foundry	Coke
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II-9.	Toll productionSince January 1, 2014, has your firm been involved in a toll agreement
	regarding the production of foundry coke?

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

No	Yes	If yes Please describe the toll arrangement(s) and name the firm(s) involved.

### II-10. Foreign trade zones.--

(a) <u>Firm's FTZ operations</u>.--Does your firm produce foundry coke in and/or admit foundry coke into a foreign trade zone (FTZ)?

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

No	Yes	If yes Describe the nature of your firms operations in FTZs and identify the specific FTZ site(s).

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

No	Yes	If yesIdentify the firms and the FTZs.

II-11. <u>Direct imports</u>,--Since January 1, 2014, has your firm imported foundry coke?

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

No	Yes	
		If yes <u>COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE</u>

	- ' '	<b>-</b>		
U.S.	Producers'	<b>Questionnaire</b> -	Foundry	Coke

	hases, empl elopment e e? Please co	oyment, re xpenditure nsider anti	ould your firm anticipate any changes in in the charactering its production capacity, production, U.S. shipments, venues, costs, profits, cash flow, capital expenditures, s, or asset values relating to the production of foundry cipated changes if the antidumping duty orders on toked.
Item	No	Yes	If yes, supply details as to the time, nature, and significate such changes and provide underlying assumptions, along relevant portions of business plans or other supporting documentations that address this issue. Include in your response a specific projection of your firm's capacity to produce foundry coke (in metric tons) for 2017 and 201
If order remains in place			
If order is revoked			
Other explanation that did not provide the space provide	ide a narrat ed below. P	ive box, ple lease also u	like to explain further a response to a question in Part II tase note the question number and the explanation in use this space to highlight any issues your firm had in ling but not limited to technical issues with the MS Word

### PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247, mary.klir@usitc.gov).

	act informationPlease identify the responsible individual and the manner by which
in par	nission staff may contact that individual regarding the confidential information submitted rt III.
Name	
Title	
Email	
Telep	hone
Fax	
Accou	unting systemBriefly describe your firm's financial accounting system.
ACCOL	anting systemBriefly describe your firm's financial accounting system.
A.	
A.	When does your firm's fiscal year end (month and day)?
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:
Α.	
B.1.	
	If your firm's fiscal year changed during the data-collection period, explain below:
	If your firm's fiscal year changed during the data-collection period, explain below:  Describe the lowest level of operations (e.g., plant, division, company-wide) for which
B.1.	If your firm's fiscal year changed during the data-collection period, explain below:  Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include foundry coke:
B.1.	Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include foundry coke:  Does your firm prepare profit/loss statements for foundry coke:  Yes No How often did your firm (or parent company) prepare financial statements (including
B.1. 2.	Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include foundry coke:  Does your firm prepare profit/loss statements for foundry coke:  Yes No How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
B.1. 2.	Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include foundry coke:  Does your firm prepare profit/loss statements for foundry coke:  Yes  No How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  Audited, unaudited, annual reports, 10Ks, 10Qs,
B.1. 2. 3.	Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include foundry coke:  Does your firm prepare profit/loss statements for foundry coke:  Yes No How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  Audited, unaudited, annual reports, 10Ks, 10Qs, Monthly, quarterly, semi-annually, annually
B.1. 2.	Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include foundry coke:  Does your firm prepare profit/loss statements for foundry coke:  Yes  No How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  Audited, unaudited, annual reports, 10Ks, 10Qs,

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 foundry coke, as well as specific statements and worksheets) used to compile these data.

III-3.	<u>Cost accounting systemBriefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).</u>				
III-4.	<u>Allocation basis</u> 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 produces in the facilities in which it produces foundry coke, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
Foundry coke	%
	%
	%
	%
	%

III-6.	, or any services) used in the nclusive of transactions between same company)?				
	YesContinue to question	n III-7. NoContinue to o	question III-9a.		
III-7.	Inputs from related suppliersPlease identify the inputs used in the production of foundry coke that your firm purchases from related suppliers and that are reflected in question III-9c. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in the company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.				
	Input	Related supplier	Share of total COGS		
	Input valuation as recorded	d in the firm's accounting books	and records		

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U.S.	Producers	Questionnaire	- Foundry Coke

III-8.	<u>Inputs from related suppliers at cost.</u> Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9c (financial results on foundry coke) in a manner consistent with the firm's accounting books and records.
	Yes
	NoIn the space below, please report the valuation basis of inputs purchased from related suppliers as reported in question III-9a.
III-9a.	<b>By-products</b> .—Does your firm have any by-product sales revenue associated with its foundry coke operations? If yes, identify the by-product(s) in the space below, and complete table III-9b. If no, please continue to question III-9c.
	☐ Yes ☐ No

III-9b. <u>By-product revenue.</u>--Report your firm's total by-product sales revenue associated with the foundry coke operations of your U.S. establishment(s). Provide data for the three most recently completed fiscal years, and for the specified interim periods. **Note: the data provided below will appear in question III-9c as a reduction to COGS.** 

	Value	(in \$1,000)			
		Fiscal years ende	January-September		
Item	2014	2015	2016	2016	2017
By-product sales revenue <sup>1</sup>					

<sup>&</sup>lt;sup>1</sup> Please describe how your firm classifies these by-product revenues in the normal course of business (e.g., included in net sales values, as a reduction to COGS, included in "all other income"). \_\_\_\_\_

III-9c. Operations on foundry coke.--Report the revenue and related cost information requested below on the foundry coke operations of your firm's U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Quantit	y (in metric tons) a					
				January-Se <sub>l</sub>	uary-September	
Item	2014	2015	2016	2016	2017	
Net sales quantities: <sup>2</sup>						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities	0	0	0	0	0	
Net sales values: <sup>2</sup> Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values	0	0	0	0	0	
Cost of goods sold (COGS): <sup>3</sup> Raw materials						
Direct labor						
Other factory costs						
Less: by-product revenue	0	0	0	0	0	
Total COGS	0	0	0	0	0	
Gross profit or (loss)	0	0	0	0	0	
Selling, general, and administrative (SG&A) expenses: Selling expenses						
General and administrative expenses						
Total SG&A expenses	0	0	0	0	0	
Operating income (loss)	0	0	0	0	0	
Other expenses and income: Interest expense						
All other expense items						
All other income items						
Net income or (loss) before income taxes	0	0	0	0	0	
Depreciation/amortization included above						

<sup>&</sup>lt;sup>1</sup> Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.

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

<sup>&</sup>lt;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.

<sup>&</sup>lt;sup>3</sup> COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers.</u>

III-9d.	quantitie have bee return th	data reconciliationThe calculable line items from question III-9c (i.e., total net sales s and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) in calculated from the data submitted in the other line items. Do the calculated fields e correct data according to your firm's financial records ignoring non-material es that may arise due to rounding?
	Yes	NoIf the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.
		Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (i.e., expenses are positive and incomes or reversals are negativeinstances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (i.e., income is positive, expenses or reversals are negative).
		If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

III-10. Environmental compliance costs and 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-9c, please specify all environmental compliance costs and material (significant) nonrecurring items (charges and gains) in the schedule below, the specific III-9c line item where the environmental compliance costs and nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (in \$1,000), as reflected in question III-9c; i.e., if an aggregate environmental cost or nonrecurring item has been allocated to question III-9c, only the allocated value included in question III-9c should be reported in the schedule below. Note: The Commission's objective here is to gather information only on environmental compliance costs and material (significant) nonrecurring items which impacted the reported financial results of the subject product in question III-9c.

	Fiscal years ended		January-September		
	2014	2015	2016	2016	2017
Environmental compliance costs and nonrecurring items: In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table	<b>Item:</b> In these columns please report the individual amounts of the relevant environmental compliance costs or nonrecurring items reported in question III-9c.				
III-9c where the item is classified.	Value (\$1,000)				
1. Environmental compliance costs, classified as					
2. , classified as					
3. , classified as					
4. , classified as					
5. , classified as					
6. , classified as					
7. , classified as					

III-11.	Classification of identified nonrecurring items (charges and gains) in the accounting books and
	<u>records of the company</u> 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-9c.

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

**Note:** Total assets should reflect <u>net assets</u> 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)				
	Fiscal years ended			
Item	2014	2015	2016	
Total assets (net) 1				
Describe				

III-13. <u>Capital expenditures and research and development expenses.</u>—Report your firm's capital expenditures and research and development expenses for foundry coke. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
	Fiscal years ended January-September			eptember	
Item	2014	2015	2016	2016	2017
Capital expenditures <sup>1</sup>					
Research and development expenses <sup>2</sup>					

<sup>&</sup>lt;sup>1</sup> Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product.

<sup>&</sup>lt;sup>2</sup> Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product.

III-14.	Data consistency and reconciliationPlease indicate whether your firm's financial data for
	questions III-9c, 12, and 13 are based on a calendar year or your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year

Please note the quantities and values reported in question III-9c should reconcile with the data reported in question II-4 (including export shipments) as long as they are reported on the same calendar year basis.

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

	Full year data			Partial year periods	
Reconciliation	2014	2015	2016	2016	2017
Quantity: Trade data from question II-4 (lines D, F, H, and J) less financial total net sales quantity data from question III-9c, = zero ("0").	0	0	0	0	0
Value: Trade data from question II-4 (lines E, G, I, and K) less financial total net sales value data from question III-9c, = zero ("0").	0	0	0	0	0

Do these data in question III-9c reconcile with data in question II-4?

Yes	No	If no, please explain.

III-15.	Other explanationsIf your firm would like to further explain a response to a question in Part III
	that did not provide a narrative box, please note the question number and the explanation in
	the space provided below. Please also use this space to highlight any issues your firm had in
	providing the data in this section, including but not limited to technical issues with the MS Word
	questionnaire.

### PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Porscha Stiger (202-205-3241, <a href="mailto:porscha.stiger@usitc.gov">porscha.stiger@usitc.gov</a>).

IV-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 IV.

Name	
Title	
Email	
Telephone	
Fax	

### **PRICE DATA**

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

<u>Product 1</u>.--Coke larger than 100mm (4-inches) in maximum diameter and at least 50 percent of which is retained on a 100mm (4-inch) sieve after drop shatter testing pursuant to ASTM D 3038, of a kind used in foundries.

Please note that values should be <u>f.o.b.</u>, <u>U.S.</u> <u>point of shipment</u> 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).

(a) During January 2014 -September 2017, 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)?

YesPlease complete the following pricing data table as appropriate.
NoSkip to question IV-3.

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

Report data in *metric tons* and *actual dollars* (not 1,000s).

	(Quantity in metric tons, value in do	ollars)	
	Product 1		
Period of shipment	Quantity	Value	
2014:			
January-March			
April-June			
July-September			
October-December			
2015:			
January-March			
April-June			
July-September			
October-December			
2016:			
January-March			
April-June			
July-September			
October-December			
2017:			
January-March			
April-June			
July-September			
<sup>1</sup> Net values (i.e., gross sales values goods), f.o.b. your firm's U.S. point of shi <sup>2</sup> Pricing product definitions are pro		prepaid freight, and the value	of returned
<b>Note</b> -If your firm's product does not ex provide a description of the product. Als	·		cified product,
Product 1:			
IV-2(c). Price data checklistPle reported.	ase check that the pricing data i	n question IV-2(b) has be	een correctly
Is the price data reporte	d above:		√ if Yes

Is the price data reported above:	√ if Yes
In actual dollars (not \$1,000)?	
F.o.b. U.S. point of shipment (i.e., does not include U.S. transport costs)?	
Net of all discounts and rebates?	
Have returns credited to the quarter in which the sale occurred?	
Less than reported commercial shipments in question II-4 in each year?	

Delivered

F.o.b.

IV-2(d).	<u>Pricing data methodology</u> Please describe the method and the kinds of documents/records that were used to compile your price data.							
	used in the pr questions on	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.		•			the prices that it charges for sales of foundry coke lists, please submit sample pages of a recent list.			
	Transaction by transaction		Set price lists	Other	If other, describe			
IV-4.	Discount poli	<b>cy</b> Please inc	dicate and	describe	your firm's discount policies (check all that apply).			
	Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe			
IV-5.	Pricing terms  (a) What are your firm's typical sales terms for its U.Sproduced foundry coke?							
	Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)			
			Ш					
	(b) On w one)?	•	our firm's	prices of	domestic foundry coke usually quoted (check			

If f.o.b., specify point

IV-6. <u>Contract versus spot.</u>—Approximately what share of your firm's sales of its U.S.-produced foundry coke in 2016 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale						
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	Total (should sum to 100.0%)		
Share of 2016 sales	%	%	%	%	0.0	%	

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

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	No. of days		365	
Price renegotiation	Yes			
(during contract period)	No			
	Quantity			
Fixed quantity and/or price	Price			
ana, or price	Both			
Meet or release	Yes			
provision	No 🗆			
Not applicable				

IV-8. <u>Lead times.--</u>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 foundry coke?

Source	Share of 2016 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

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

(a)	What is the approximate percentage of the cost of U.Sproduced foundry coke that is accounted for by U.S. inland transportation costs?%
(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 foundry coke that are delivered the following distances from your firm's production facility.

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

IV-10.	Geographical shipmentsIn which U.S. geographic market area(s) has your firm sold its U.S
	produced foundry coke since January 1, 2014 (check all that apply)?

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

### IV-11. **End uses.--**

(a) List the end uses of the foundry coke that your firm manufactures. For each end-use product, what percentage of the <u>total cost</u> is accounted for by foundry coke and other inputs?

		t of end use product ted for by	Total
			(should sum to
End use product	Foundry coke	Other inputs	100.0% across)
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

(b) Have there been any changes in the end uses of foundry coke since January 1, 2014? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since January 1, 2014			
Anticipated changes			

IV-12.	Substitutes						
	(a) Can othe	r prod	products be substituted for foundry coke?				
	☐ No		Y	esPlease fill out th	ne tak	le.	
			End us	e in which this	На		ranges in the price of this substitute cted the price for foundry coke?
	Substitute			titute is used	No	Yes	Explanation
1.							
2.							
3.							
	• •	ed for	-	-			es of products that can be ? Do you anticipate any future
	Changes in substitutes	No	Yes				Explain
	Changes since January 1, 2014						
	Anticipated changes						

IV-13. **Availability of supply.--**Has the availability of foundry coke in the U.S. market changed since January 1, 2014? Do you anticipate any future changes?

Availability in the U.S.			Please explain, noting the countries and reasons for the
market	No	Yes	changes.
Changes since January 1, 2	2014:		
U.Sproduced product			
Imports from China			
Imports from all other countries			
Anticipated changes:			
U.Sproduced product			
Imports from China			
Imports from all other countries			

IV-14. <u>Demand trends.</u>-- Indicate how demand within the United States and outside of the United States (if known) for foundry coke has changed since January 1, 2014, and how you anticipate demand will change in the future. Explain any trends and describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors	
Demand since January 1, 2014						
Within the United States						
Outside the United States						
Anticipated future demand						
Within the United States						
Outside the United States						

Change product r product n market	ange, nix, or	Yes		Explain
Changes si	ince 🔲			
Anticipate changes	d 🗌			
Conditions	of compet	ition.		
	•		•	business cycles (other than general economy-wif competition distinctive to foundry coke?
Check all t	hat apply.			Please describe.
	No			Skip to question IV-17.
	Yes-Business cycles (e.g. seasonal business)			
	Yes-Othe conditio		tinctive competition	
	•		vironmental re ary 1, 2014?	egulations affected the conditions of competitio
No	Yes	If ye	es, describe.	
		•	other changes nuary 1, 2014?	in the business cycles or conditions of competit
No	Yes	If ye	s, describe.	
No	Yes	If ye	es, describe.	

ļ	No	Ye	s If yes	, please o	describe.		
			]				
					dry coke ra		prices have changed since January
	Raw materi price	ials	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw mater price changes have affected yo firm's selling prices for foundry c
	Changes January 1 2014						
	Anticipat changes	ed					
ı		f knov			•		ndry coke in U.S. and non-U.S. e periods and regions for any price

Of particular interest is such data from 2014 to the present and forecasts for the future.

	D /	0	Farmalan Cali
U.S.	Producers	Questionnaire	<ul> <li>Foundry Coke</li> </ul>

IV-21.	Export constraintsDescribe how easily your firm can shift its sales of foundry coke be the U.S. market and alternative country markets. In your discussion, please describe ar contracts, other sales arrangements, or other constraints that would prevent or retard from shifting foundry coke between the U.S. and alternative country markets within a 1 period.					
IV-22. <u>Barriers to trade</u> Are your firm's exports of foundry coke subject to barriers to trade in other countries?					ject to any tariff or non-tariff	
	No	Yes	significan	ease list the countries and describe at changes in such barriers that have that are expected to occur in the fo	ve occurred since January 1,	
_	Please in A	geable (i.dicate A, A = the pr F = the pro S = the pro N = the pro	F, S, N, or roducts fro oducts are roducts are	ry coke produced in the United Starty physically be used in the same apply of the table below: In a specified country-pair are always frequently interchangeable a sometimes interchangeable an ever interchangeable the products from a specified country	oplications)?  ays interchangeable  ry-pair	
	С	Country-pair		China	Other countries	
	United S	States				
	China					
				cing foundry coke that is sometimend explain the factors that limit or p	_	

IV-24. Factors other than price.--Are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between foundry coke 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 0 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

0 = no familiarity with products from a specified country-pair

Country-pair	China	Other countries
United States		
China		
1	nich factors other than price <i>alway</i> .  If foundry coke, identify the countric by such factors:	

IV-25.	Other explanationsIf your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

# **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/701731/2017/foundry\_coke\_china/third\_review\_full.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.

• <u>Upload via Secure Drop Box</u>.—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: Coke

• E-mail.—E-mail the MS Word questionnaire to ayanna.butler@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** <u>does not </u>**produce this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

<u>Parties to this proceeding</u>.—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.