

## U.S. IMPORTERS' 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 imported ceramic tile (as defined on next page) <u>from any country 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 Drop Box 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/701731/2019/ceramic\\_tile\\_products\\_china/final.htm](https://www.usitc.gov/investigations/701731/2019/ceramic_tile_products_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.

***Importer***--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing ceramic tile (as defined above) into the United States from a foreign manufacturer or through its selling agent.

***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.

**Valid number error messages.**--If you are completing this form in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 rather than \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete this form. Detailed instructions on how to resolve this issue is provided at the end of this questionnaire and is available upon request from Christopher W. Robinson (202-205-2542, [chris.robinson@usitc.gov](mailto:chris.robinson@usitc.gov)).

**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-1. **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 40 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-2a. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire.

**"Establishment"**--Each facility of a firm involved in the importation of ceramic tile, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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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-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on ceramic tile. More than one answer may be applicable.

<b>Importer of record</b>	<b>Takes title to the imported product(s)</b>	<b>Consignee of the imported products(s)</b>	<b>Customs broker or freight forwarder</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of ceramic tile but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<b>Firm name</b>	<b>Address</b>	<b>Contact person and phone number</b>

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters ceramic tile into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports ceramic tile under the TIB (temporary importation under bond) program.

**"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, as well as other savings. A foreign trade zone must be designated as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**"Bonded warehouse"** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S.C. § 1555.

**"Temporary Importation under Bond ("TIB") program"** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

Item	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>
Temporary importation under bond	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Other trade actions.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No	Yes	If yes, Yes--Please specify.
<input type="checkbox"/>	<input type="checkbox"/>	

I-10. **Nature of operations.**--Please identify the nature of your firm's operations.

Distributor	Big box/home center	Other retailer	Contractor/ builder	Other end user (specify) <sup>1</sup>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> Please specify: \_\_\_\_\_.



**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained **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 importation 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"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other (e.g., technology)	

II-3a. **Arranged imports.**--Has your firm imported or arranged for the importation of ceramic tile for delivery after **September 30, 2019**?

**"Arranged imports"** are imports for which your firm has placed an order with a foreign supplier for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

<b>No</b>	<b>Yes</b>	<b>If yes, fill out the table below.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

Source	Period			
	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sept 2020
	<b>Quantity (in thousands of square feet)</b>			
China				
Brazil				
Mexico				
Italy				
Spain				
All other sources				

II-3b. **Imports in the 12 month period preceding the petition.**--Has your firm imported ceramic tile from any source between April 1, 2018 and March 31, 2019? (i.e., the last nine months in 2018 and first three months in 2019 combined)

<b>No</b>	<b>Yes</b>	<b>If yes, report the quantity of such import below by source.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

Quantity (in thousands of square feet)	
Source	April 2018 through March 2019
China	
Nonsubject sources	

II-4. **Reasons for importing if producer.**--If your firm also produces ceramic tile in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

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**Definitions**

**"Imports"** –Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

**"Import quantities"** –Quantities reported should be net of returns.

**"Import values"** –Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

**"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-5a. **U.S. imports from China.**—Report your firm's imports and your firm's shipments and inventories of ceramic tile imported from China by your firm during the specified periods.

## China

Quantity (in thousands of square feet), value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:<sup>1</sup></b> Quantity (B)					
Value (C)					
<b>U.S. shipments:</b> <b>Commercial shipments:</b> Quantity (D)					
Value (E)					
<b>Internal consumption</b> <b>(including for your own firm's</b> <b>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</b> (quantity) (L)					
<p><sup>1</sup> Please identify the foreign producers, if known: _____.</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>					

II-5a. **U.S. imports from China.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--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 A), plus imports (i.e., line B), 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 actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
A + B – 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 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): _____.					

II-5b. **Channels of distribution: China.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of imports from China by channel of distribution.

## China

Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
	<b>Quantity (in thousands of square feet)</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 quantities and values 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.

Reconciliation item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<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-5c. **U.S. shipments by water permeability: China.**--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 imported from China by water permeability in the specified periods. See definitions 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-5a. 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> $W + Y - D - F - H = \text{zero}$ ("0"), if not revise.	0	0	0	0	0
<b>Value:</b> $X + Z - E - G - I = \text{zero}$ ("0"), if not revise.	0	0	0	0	0

II-5d. **U.S. shipments by type of product (Floor/Wall/Mosaic/Other): China.**--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 imported from China by the specified product type 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>					
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-5a. 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-6a. **Imports from all other sources.**—Report your firm’s imports and your firm’s shipments and inventories of ceramic tile imported from nonsubject sources (i.e., all import sources except China) by your firm during the specified periods.

## Nonsubject sources

Quantity (in thousands of square feet), value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1,2</sup>					
Quantity (B)	0	0	0	0	0
Value (C)	0	0	0	0	0
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity (D)					
Value (E)					
<b>Internal consumption</b> <b>(including for your own firm’s</b> <b>retail sales):</b> <sup>3</sup>					
Quantity (F)					
Value <sup>3</sup> (G)					
<b>Transfers to related firms:</b> <sup>3</sup>					
Quantity (H)					
Value <sup>3</sup> (I)					
<b>Export shipments:</b> <sup>4</sup>					
Quantity (J)					
Value (K)					
<b>End-of-period inventories</b> (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> Data entered for imports from nonsubject sources will populate here once reported in question II-6e.

<sup>3</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.

<sup>4</sup> Identify your firm’s principal export markets: \_\_\_\_\_.

**II-6a. Imports from nonsubject sources.—Continued**

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--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 A), plus imports (i.e., line B), 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 actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
A + B – 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 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): _____					

II-6b. **Channels of distribution: nonsubject sources.**--Report your firm's U.S. shipments (i.e. inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) from nonsubject sources (i.e., all import sources except China) by channel of distribution.

## Nonsubject sources

Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
	<b>Quantity (in thousands of square feet)</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 quantities and values 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.

Reconciliation item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<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-6c. **U.S. shipments by water permeability: nonsubject sources.**--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 imported from nonsubject sources (i.e., all import sources except China) by the specified product type in the specified periods. See definitions on page 2.

## Nonsubject sources

<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-5a. 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>
Quantity: $W + Y - D - F - H = \text{zero ("0")}$ , if not revise.	0	0	0	0	0
Value: $X + Z - E - G - I = \text{zero ("0")}$ , if not revise.	0	0	0	0	0

II-6d. **U.S. shipments by type of product (Floor/Wall/Mosaic/Other): nonsubject sources.**--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 imported from nonsubject sources (i.e., all import sources except China) by the specified product type in the specified periods. See definition on page 2.

## Nonsubject sources

Quantity (in thousands of square feet) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<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-6a. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation	Calendar years			January-September	
	2016	2017	2018	2018	2019
<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-6e. **U.S. imports of nonsubject ceramic tile by source.**— Please report your firm's U.S. imports of ceramic tile imported from nonsubject sources (i.e., all import sources except China) by source in the specified periods. See definitions on page 2

## Nonsubject sources

Quantity (in thousands of square feet) and value (in \$1,000)					
Item	Calendar years			January-September	
	2016	2017	2018	2018	2019
<b>U.S. imports.—</b>					
Brazil					
Quantity (AM)					
Value (AN)					
Italy					
Quantity (AO)					
Value (AP)					
Mexico					
Quantity (AQ)					
Value (AR)					
Spain					
Quantity (AS)					
Value (AT)					
All other sources <sup>1</sup>					
Quantity (AU)					
Value (AV)					
<sup>1</sup> Identify all other sources: _____.					

- II-7. **Transfers to related firms.**--If your firm reported transfers to related firms in any of the data tables in part II, 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) and whether the transfers were priced at market value or by a non-market formula.

- II-8. **Other explanations.**--If your firm would like to further explain a response to a question in Part II 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.

**PART III.--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)).

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	

**PRICE DATA**

III-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 your firm imported from China, Brazil, and/or Mexico:

**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 import from China, Brazil, and/or Mexico and sell to unrelated U.S. customers (do not include retail level sales) 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(s) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-3.



III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. Do not include retail level sales.

## China (pricing data)

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 III.

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

Product 1:

Product 2:

Product 3:

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. Do not include retail level sales.

## China (pricing data)

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

Period of shipment	Product 4 sold to other retailers		Product 5 sold to home center retailers	
	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:

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Brazil and sold by your firm. Do not include retail level sales.

## Brazil (pricing data)

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 III.

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

Product 1:

Product 2:

Product 3:

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Brazil and sold by your firm. Do not include retail level sales.

## Brazil (pricing data)

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

Period of shipment	Product 4 sold to other retailers		Product 5 sold to home center retailers	
	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:

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm. Do not include retail level sales.

## Mexico (pricing data)

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 III.

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

Product 1:

Product 2:

Product 3:

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm. Do not include retail level sales.

## Mexico (pricing data)

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

Period of shipment	Product 4 sold to other retailers		Product 5 sold to home center retailers	
	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:

III-2d. **Price data checklist.**--Please check that the pricing data in question III-2 (a, b, c) has been correctly reported.

Are the price data reported above:	<b>√ if Yes</b>
In square feet ( <i>not</i> 1,000s of square feet)?	<input type="checkbox"/>
In actual dollars ( <i>not</i> \$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"/>

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

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

**PURCHASE COST DATA**

III-3. This question requests quarterly quantity and value data from home center retailers for the following products your firm imported from China:

**Product 1.**--Porcelain tile, rectangular, 6"–8" in width by 24"–36" 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 5.**--Mosaic ceramic tile, 12" by 12" square or interlocking, on a mesh sheet

**Imports for retail sale.**--Did your firm import any of the above listed products from China for sales in your firm's home center retail locations since January 1, 2016?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the following table as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-4.

III-3a. **Imports for retail sale.**--Report below the import purchase cost data<sup>1</sup> for pricing products<sup>2</sup> imported from China for retail sale by your own firm.

**Please note that values should be landed, duty-paid and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid by your firm (i.e., should be net of all returns, discounts, allowances, and rebates).**

## China (purchase cost data)

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

Period of shipment	Product 1		Product 3		Product 5	
	Quantity	Landed, duty-paid (LDP) value <sup>1</sup>	Quantity	Quantity	Landed, duty-paid (LDP) value <sup>1</sup>	Quantity
<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> LDP value (i.e., landed duty-paid values): Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States). See "Import values" definition in Part II (Trade and Related Information – Definitions).

<sup>2</sup> Pricing product definitions are provided on the previous page.

**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 import purchase cost data.

Product 1:

Product 3:

Product 5:



If your firm reported import purchase costs on the previous page, please answer III-3b and III-c.

III-3b. **Inland transportation costs for your firm's imports for retail sale.**--What is the approximate percentage of the total cost of the ceramic tile that you imported from China that is accounted for by U.S. inland transportation costs from the port of importation to your retail stores?

Country	Percent
China	%

III-3c. **Additional costs for your firm's imports of ceramic tile for your firm's retail sale.**--

- (i) Please identify the factors (***other than*** U.S. inland transportation costs or costs already included in landed duty paid values) that added to your cost of importing directly since January 1, 2016. Estimate the ratio of these additional costs compared to the landed duty-paid value, and explain the specific costs associated with each category.

Factors	Estimated ratio of additional costs to landed duty paid value (percent)	Explanation of specific costs
Logistical or supply chain management costs ( <u>not</u> already included in LDP value)	%	
Warehousing/inventory carrying costs ( <u>not</u> already included in LDP value)	%	
Insurance costs ( <u>not</u> already included in LDP value)	%	
Other, please identify ( )	%	

- (ii) To which source(s) does your firm compare costs in determining your additional transaction costs to directly import?

U.S. importers	U.S. producers	Both	Neither
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (iii) Briefly identify the benefits of directly importing ceramic tile instead of purchasing ceramic tile from a U.S. importer or from a U.S. producer.

- (iv) Please provide the estimated margin saved by having directly imported ceramic tile instead of purchasing from a U.S. importer. \_\_\_\_\_ percent of landed duty-paid value.

- (v) Explain any variation in the margin saved since January 1, 2016.

III-4. **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"/>	

III-5. **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"/>	

III-6. **Pricing terms.**-- On what basis are your firm's prices of imported ceramic tile from China usually quoted (*check one*)?

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

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of ceramic tile imported from China 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 %

III-8. **Contract provisions.**— Please fill out the table regarding your firm’s typical sales contracts for ceramic tile imported from China (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:				

III-9. **Lead times.**--What is your firm’s share of sales of ceramic tile imported from China 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 ceramic tile?

<b>Source</b>	<b>Share of 2018 sales</b>	<b>Lead time</b> (Average number of days)
From your firm’s U.S. inventory	%	
From foreign manufacturers’ inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the cost of ceramic tile imported from China 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) When your firm sells ceramic tile imported from China, from where is it shipped?  
 Point of importation     Storage facility *(check one)*
- (d) Indicate the approximate percentage of your firm's sales of ceramic tile imported from China that are delivered the following distances from your firm's U.S. point of shipment.

<b>Distance from your firm's U.S. point of shipment</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>

III-11. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold ceramic tile imported from subject countries since January 1, 2016 (check all that apply)?

<b>Geographic area</b>	<b>China</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"/>

III-12. **End uses.**--\_For the end uses for which your firm imports 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 %

III-13. **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"/>	

III-14. **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.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
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"/>	

III-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of ceramic tile since January 1, 2016?

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

III-16. **Conditions of competition.**—

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

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-17.
<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?

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

III-17. **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"/>	

III-18. **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 costs 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"/>	

**III-19. 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"/>	



III-20. **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		
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.		

III-21. **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		
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.		

III-22. **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				

III-23. **Other explanations.**--If your firm would like to further explain a response to a question in Part III 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.

--

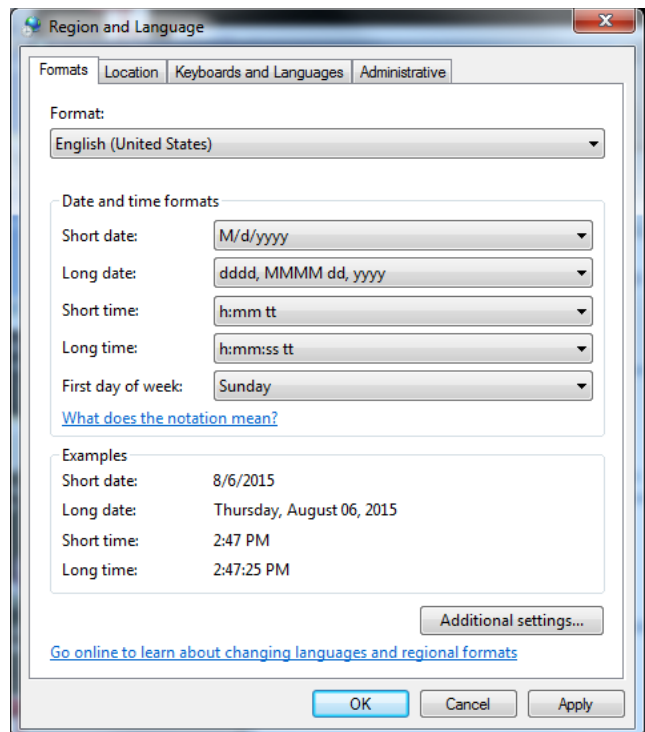
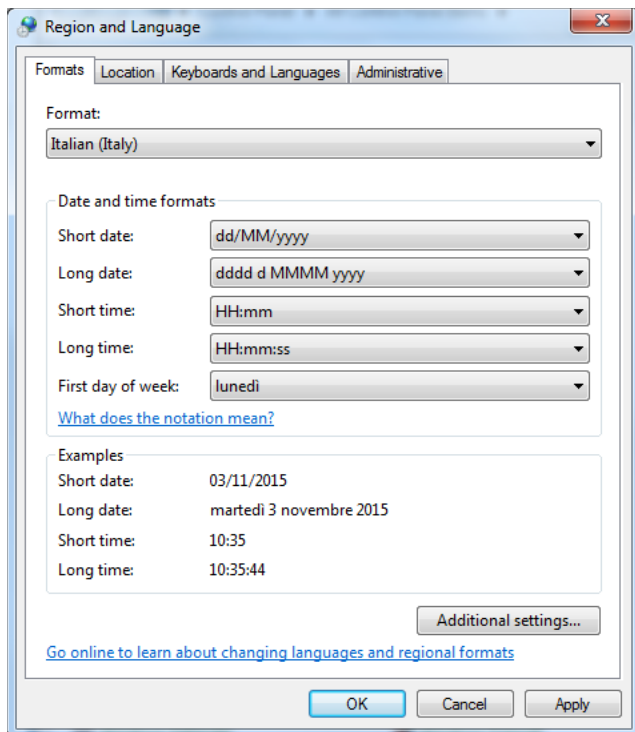
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (".") to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as \$1,000,000), you may be unable to enter in numbers greater than 999 in numeric form fields. This issues stem from your computer number formatting setting (e.g., not the MS Word document itself, but the computer from which you are opening up the document). In the United States commas (,) delineate multiples of 1000 and periods (.) delineate fractions less than one. Many EU countries use the reverse where multiples of 1000 are delineated with periods (.) and fractions less than one are delineated with commas (,). The US International Trade Commission's questionnaires are set-up in the United States with the U.S. number formatting. When this formatting interacts with a computer set to EU number formatting, we believe this may cause this issue.

The solution to this data entry issue is to temporarily change your operating system's number formatting to be consistent with the U.S. number formatting system while you complete the questionnaire.

To temporarily change your computer's number settings to U.S. settings, please do the following (for Microsoft Windows Operating system):

- START
- Control Panel
- Region and Language (under Clock, Language, and Region category)
- Format tab
- Change the Format from your existing one (e.g. "Italian (Italy)") to "English (United States)" (see screen shots below)

When you do this the number "twelve million dollars and thirty five cents" would change from \$12.000.000,35 (Italy format) to \$12,000,000.35 (U.S. format), and then there will be no conflict with the questionnaire. When you finish reporting the data then you can close the questionnaire and switch back to Italy settings.



## 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 did not import 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.