

## U.S. PURCHASERS' 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)). Further information on this questionnaire can be obtained from Cindy Cohen (202-205-3230, [cindy.cohen@usitc.gov](mailto:cindy.cohen@usitc.gov)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm purchased or imported for own use or retail sale ceramic tile (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2016?

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

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

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

#### CERTIFICATION

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

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

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to a petition filed on April 10, 2019, by the Coalition for Fair Trade in Ceramic Tile. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/2019/ceramic\\_tile\\_china/final.htm](https://www.usitc.gov/investigations/2019/ceramic_tile_china/final.htm)

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

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

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

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

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

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

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

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

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

***Reporting of information***-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

***Confidentiality***--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (*see* 19 U.S.C. 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

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

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

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

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

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

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

No       Yes--List the following information.

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

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

No       Yes--List the following information.

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

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

No       Yes--List the following information.

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

**PART II.--PURCHASES**

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

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

II-1. **Purchases and imports.**— Report separately your firm’s domestic purchases and imports of ceramic tile.

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

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

| Item   | 2016                                   | 2017 | 2018 | January-September 2019 |
|--|--|------|------|------------------------|
|  | Quantity (in thousands of square feet) |      |      |                        |
| <b>Purchases of ceramic tile produced in—</b><br>United States |  |      |      |                        |
| China  |  |      |      |                        |
| All other countries <sup>1</sup>                               |  |      |      |                        |
| Sources unknown <sup>2</sup>                                   |  |      |      |                        |
| Total purchases  | 0                                      | 0    | 0    | 0                      |
| <b>Imports of ceramic tile from—</b><br>China                  |  |      |      |                        |
| All other countries <sup>1</sup>                               |  |      |      |                        |
| Total imports <sup>3</sup>                                     | 0                                      | 0    | 0    | 0                      |

<sup>1</sup> Please identify these countries:

<sup>2</sup> Please indicate the firm(s) from which you purchased this merchandise:

<sup>3</sup> If your firm imported ceramic tile at any time since January 1, 2016, please also complete and return a U.S. importers' questionnaire in this proceeding.

II-2. **Changes in purchasing patterns.**--Please indicate how the shares of your firm's purchases of ceramic tile from different sources have changed since January 1, 2016.

| Source of purchases                           | Did not purchase         | Decreased                | Increased                | Constant                 | Fluctuated               | Explanation for trend |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| United States                                 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                       |
| China   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                       |
| All other countries <sup>1</sup>              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                       |
| Sources unknown                               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                       |
| <sup>1</sup> Please identify these countries: |                          |                          |                          |                          |                          |                       |

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

| United States            | China                    | Other countries          | Other countries (specify) |
|--------------------------|--------------------------|--------------------------|---------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                           |

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for ceramic tile since January 1, 2016. Also, provide the share of the quantity of your firm's total purchases of ceramic tile that each of these suppliers accounted for in 2018.

| No. | Supplier's name | City and state | Share of quantity of 2018 purchases |
|-----|-----------------|----------------|-------------------------------------|
| 1   |                 |                | %                                   |
| 2   |                 |                | %                                   |
| 3   |                 |                | %                                   |
| 4   |                 |                | %                                   |
| 5   |                 |                | %                                   |

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

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

| Distributor <sup>1</sup> | Big box/<br>home center<br>retailer | Other<br>retailer        | Contractor/<br>builder   | Other<br>end<br>user     | Describe other |
|--------------------------|-------------------------------------|--------------------------|--------------------------|--------------------------|----------------|
| <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                |

<sup>1</sup> Distributor includes floor covering wholesalers.

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

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

III-3. **Types of customers.**--What are the major types of consumers to which your firm sells ceramic tile?



III-4. **End uses.**--\_For the end uses for which your firm purchases 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<br>(should sum to 100.0% across) |
|-------------------------|---|--------------|--|
|                         | Ceramic tile  | Other inputs |  |
| Installed flooring      | %   | %            | 0.0 %                                  |
| Installed wall covering | %   | %            | 0.0 %                                  |
|                         | %   | %            | 0.0 %                                  |

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

(a) Has the demand for your firm's final products incorporating ceramic tile changed since January 1, 2016?

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

(b) Has this had any effect on your firm's demand for ceramic tile?

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

III-6. **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? |                          | Explanation | Has your firm increased its purchases of LVT in place of ceramic tile since January 1, 2016? |                          | Please explain and quantify the extent of changes in your purchases. |
|--|---|--------------------------|-------------|--|--------------------------|--|
|  | No  | Yes                      |             | No   | Yes                      |  |
|  | <input type="checkbox"/>  | <input type="checkbox"/> |             | <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-7. **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 United States  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |                         |
| Outside the United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>      |                         |

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

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

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2018 purchases of ceramic tile that required ceramic tile produced in the United States.

|   | Estimated percentage of your firm's total 2018 purchases of ceramic tile |
|---|--|
| <b>Purchases that did not require domestic product</b>  | %  |
| <b>Purchases that were required by law or regulation to be domestic product</b><br>(e.g., government purchases under "Buy American" provisions) | %  |
| <b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>                        | %  |
| <b>Purchases that were required to be domestic product for other reasons</b><br>(explain: )   | %  |
| <b>Total</b> (should sum to 100.0%)   | 0.0 %  |

III-10. **Porcelain versus non-porcelain ceramic tile.--**

(a) Please estimate the percentage of your firm's total 2018 purchases of ceramic tile that were porcelain and non-porcelain product.

|                                     | <b>Percentage of your firm's total 2018 purchases of ceramic tile</b> |
|-------------------------------------|---|
| <b>Porcelain ceramic tile</b>       | %   |
| <b>Non-porcelain ceramic tile</b>   | %   |
| <b>Total (should sum to 100.0%)</b> | 0.0 %   |

(b) If your firm has purchased porcelain ceramic tiles since January 2016, please indicate the attributes of porcelain ceramic tile that are most important to your firm.

|  |  |
|--|--|
| 1.   |  |
| 2.   |  |
| 3.   |  |
| Please list any other factors that are very important in your purchase decision of porcelain ceramic tile: |  |

(c) How frequently are porcelain ceramic tile interchangeable with non-porcelain ceramic tile (i.e., can they physically be used in the same applications)?

| <b>Always</b>            | <b>Usually</b>           | <b>Sometimes</b>         | <b>Rarely or never</b>   | <b>Explanation</b> |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                    |

**III-11. Conditions of competition.--**

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

| <b>Check all that apply.</b>  | <b>Please describe.</b>  |
|---|--------------------------|
| <input type="checkbox"/> <b>No</b>  | Skip to question III-12. |
| <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) Have there been any changes in the business cycles or conditions of competition for ceramic tile since January 1, 2016?

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

**III-12. Decisions based on producer and country-of-origin.--**How often does your firm, and if known, do your customers, make purchasing decisions involving ceramic tile based on its producer or country of origin?

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

III-13. **Availability of supply.**--Has the availability of ceramic tile in the U.S. market changed since January 1, 2016?

| <b>Availability in the U.S. market</b> | <b>No</b>                | <b>Yes</b>               | <b>Please explain, noting the countries and reasons for the changes.</b> |
|--|--------------------------|--------------------------|--|
| U.S.-produced product                  | <input type="checkbox"/> | <input type="checkbox"/> |  |
| Imports from China                     | <input type="checkbox"/> | <input type="checkbox"/> |  |
| Imports from all other sources         | <input type="checkbox"/> | <input type="checkbox"/> |  |

III-14. **Supply constraints.**--Has any firm refused, declined, or been unable to supply your firm with 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.)?

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

III-15. **Availability of specific product types.**--

(a) Are certain types/sizes/styles/designs of ceramic tile only available from certain country sources?

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

(b) Are there certain types/sizes/styles/designs of ceramic tile that are not readily available from U.S. producers?

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

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

(a) How frequently does your firm make purchases of ceramic tile (check one)?

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

(b) Has this purchasing frequency changed since January 1, 2016?

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

**III-17. Raw material prices and energy costs.—**

(a) Is your firm familiar with the prices for raw materials or the costs of energy used in the production of ceramic tile?

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

(b) Has information on raw material prices affected your firm's negotiations or contracts to purchase ceramic tile since 2016?

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

(c) Has information on energy costs affected your firm's negotiations or contracts to purchase ceramic tile since 2016?

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

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

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

|   |                          |                          |
|---|--------------------------|--------------------------|
| <b>Yes—</b><br>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-19. Number of suppliers contacted.--**How many suppliers does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms



III-20. **Supplier negotiations.**--Do your firm's purchases of ceramic tile usually involve negotiations between supplier and purchaser?

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

III-21. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2016?

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

III-22. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2016?

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

III-23. **Supplier qualification.**--Do you require your suppliers to be or to become certified or qualified to sell ceramic tile to your firm?

If yes, provide the following information.

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

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

III-24. **Failure to certify.**--Since January 1, 2016, have any domestic or foreign producers failed in their attempts to certify or qualify their ceramic tile with your firm or have any producers lost their approved status?

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

III-25. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase ceramic tile (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

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

III-26. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for ceramic tile.

| Factor                             | Very important           | Somewhat important       | Not important            |
|------------------------------------|--------------------------|--------------------------|--------------------------|
| Availability                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Design and style                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Durability                         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging                          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Porcelain quality                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

III-27. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of ceramic tile?

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

III-28. **Minimum quality.**--How often does ceramic tile from the following countries meet minimum quality specifications for your uses or your customers' uses?

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

III-29. **Frequency of decisions based on price.**--How often does your firm purchase the ceramic tile that is offered at the lowest price?

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

III-30. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the ceramic tile market since January 1, 2016.

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

**III-31. Purchasing subject imports rather than domestic products.—**

- (a) Since January 1, 2016, did your firm import and/or purchase imports of ceramic tile from China instead of purchasing U.S.-produced ceramic tile?

| Source | Yes<br>(also respond to parts (b) and (c)) | No<br>(If "No", skip to next question) |
|--------|--|--|
| China  | <input type="checkbox"/>                   | <input type="checkbox"/>               |

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

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

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

| Source | Yes                      | If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 1, 2016 (in thousands of square feet) | No                       | If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product |
|--------|--------------------------|--|--------------------------|---|
| China  | <input type="checkbox"/> |  | <input type="checkbox"/> |   |

**III-32. U.S. producers and import competition.—**

- (a) Since January 1, 2016, in connection with a sale or offer to sell ceramic tile to your firm, did U.S. producers reduce their prices of domestically produced ceramic tile in order to compete with lower-priced imports of ceramic tile from China?

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

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

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

**PART IV.—PRODUCT COMPARISONS**

IV-1. **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. |       |                 |

IV-2. **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 purchases of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| Country-pair  | China | Other countries |
|---|-------|-----------------|
| United States   |       |                 |
| China   | X     |                 |
| <p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's 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.</p> |       |                 |

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how ceramic tile produced in each country you identified in your response to the first question in Part IV compares with ceramic tile produced in each of the other countries you identified.

***If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.***

| Factor                                 | Product from United States compared to product from China |                          |                          | Product from United States compared to product from all other countries |                          |                          | Product from China compared to product from all other countries <sup>1</sup> |                          |                          |
|--|---|--------------------------|--------------------------|---|--------------------------|--------------------------|--|--------------------------|--------------------------|
|  | Superior  | Comparable               | Inferior                 | Superior  | Comparable               | Inferior                 | Superior   | Comparable               | Inferior                 |
| Availability                           | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms                         | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time                          | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Design and style                       | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                      | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Durability                             | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements          | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging                              | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms                          | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Porcelain quality                      | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>2</sup>                     | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                    | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range                          | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards       | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards     | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                  | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service              | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>2</sup> | <input type="checkbox"/>                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |

<sup>1</sup> If your answers would vary depending on which other country you are comparing, please explain:

<sup>2</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART V.—ADDITIONAL INFORMATION**

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

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

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

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

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

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



## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

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

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

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