

## U.S. IMPORTERS' QUESTIONNAIRE

### GLASS CONTAINERS FROM CHINA

This questionnaire must be received by the Commission by **March 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 antidumping and countervailing duty investigations concerning glass containers from China (Inv. Nos. 701-TA-630 and 731-TA-1462 (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 glass containers (as defined on next page) from any country at any time since January 1, 2017?
<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>GLASS</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 petitions filed on September 25, 2019, by the American Glass Packaging Coalition, Tampa, Florida and Chicago, Illinois. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes affirmative determinations of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes affirmative determinations of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at [https://www.usitc.gov/investigations/701731/2020/glass\\_containers\\_china/final.htm](https://www.usitc.gov/investigations/701731/2020/glass_containers_china/final.htm).

**Glass containers** covered by these investigations is certain glass containers with a nominal capacity of 0.059 liters (2.0 fluid ounces) up to and including 4.0 liters (135.256 fluid ounces) and an opening or mouth with a nominal outer diameter of 14 millimeters up to and including 120 millimeters. The scope includes glass jars, bottles, flasks and similar containers; with or without their closures; whether clear or colored; and with or without design or functional enhancements (including, but not limited to, handles, embossing, labeling, or etching).

Excluded from the scope of the investigations are: (1) Glass containers made of borosilicate glass, meeting United States Pharmacopeia requirements for Type 1 pharmaceutical containers; (2) glass containers without "mold seams," "joint marks," or "parting lines;" and (3) glass containers without a "finish" (i.e., the section of a container at the opening including the lip and ring or collar, threaded or otherwise compatible with a type of closure to seal the container's contents, including but not limited to a lid, cap, or cork).

Glass containers subject to these investigations are specified within the Harmonized Tariff Schedule of the United States (HTSUS) under subheadings 7010.90.5005, 7010.90.5009, 7010.90.5015, 7010.90.5019, 7010.90.5025, 7010.90.5029, 7010.90.5035, 7010.90.5039, 7010.90.5045, 7010.90.5049, and 7010.90.5055. The HTSUS subheadings are provided for convenience and customs purposes only. The written description of the scope of the investigations is dispositive.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing glass containers (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.

**"Gross":** 1 gross = 144 discrete glass containers

**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 dollars,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 Calvin Chang (202-205-3062, [calvin.chang@usitc.gov](mailto:calvin.chang@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 glass containers, 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-3. **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-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing glass containers from China into the United States or that are engaged in exporting glass containers from China to the United States?

No             Yes--List the following information.

Firm name	Country	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of glass containers?

No             Yes--List the following information.

Firm name	Country	Affiliation

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

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

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

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters glass containers into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports glass containers 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?

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

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

Further information on this part of the questionnaire can be obtained from Calvin Chang (202-205-3062, [calvin.chang@usitc.gov](mailto:calvin.chang@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 glass containers since January 1, 2017.

<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 glass containers for delivery after **December 31, 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			
	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020
	<b>Quantity (in gross<sup>1</sup>)</b>			
China				
Mexico				
All other sources				

II-3b. **Imports in the 12-month period preceding the petition.**--Has your firm imported glass containers from any source between September 1, 2018 and August 31, 2019? (i.e., the last four months in 2018 and first eight 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 gross) <sup>1</sup>	
Source	September 2018 through August 2019
China	
Mexico	
All other sources	

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

**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).

**“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., including packaging costs, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), in U.S. dollars, f.o.b. your point of shipment.

**“Internal consumption”** –Product consumed internally by your firm. Such transactions are valued at fair market value.

**“Transfers to related firms”** –Shipments made to related 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 glass containers imported from China by your firm during the specified periods.

## China

<b>Quantity (in gross), value (in dollars)</b>			
<b>Item</b>	<b>Calendar years</b>		
	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>Beginning-of-period inventories</b> <i>(quantity)</i> (A)			
<b>Imports:</b> <sup>1</sup> <i>Quantity</i> (B)			
<i>Value</i> (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> <i>Quantity</i> (D)			
<i>Value</i> (E)			
<b>Internal consumption:</b> <sup>2</sup> <i>Quantity</i> (F)			
<i>Value</i> <sup>2</sup> (G)			
<b>Transfers to related firms:</b> <sup>2</sup> <i>Quantity</i> (H)			
<i>Value</i> <sup>2</sup> (I)			
<b>Export shipments:</b> <sup>3</sup> <i>Quantity</i> (J)			
<i>Value</i> (K)			
<b>End-of-period inventories</b> <i>(quantity)</i> (L)			

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

<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.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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: _____.			

**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 in the specified periods.

## China

Quantity (in gross) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>U.S. shipments:</b>			
To distributors			
Quantity (M)			
Value (N)			
To retailers			
Quantity (O)			
Value (P)			
To end users			
Quantity <sup>1</sup> (Q)	0	0	0
Value <sup>1</sup> (R)	0	0	0
<sup>1</sup> Data will populate here once reported in question II-5c.			

II-5b. **Channels of distribution: China.**— *Continued.*

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities reported for channels of distribution (i.e., lines M through R) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) 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	Calendar years		
	2017	2018	2019
M + O + Q – D – F – H = zero ("0"); if not, revise.	0	0	0
N + P + R – E – G – I = zero ("0"); if not, revise.	0	0	0

II-5c. **U.S. shipments to end users by firm type: 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 end-user firm type, categorized according to the annual purchase requirements per customer. Please refer to the following classifications of end user firm types:

Firm type	Small and medium	Large
	<b>Annual purchase requirements per customer</b>	
Beer	<= 50,000 gross	>50,000 gross
Wine	<= 150,000 gross	>150,000 gross
Spirit	<= 100,000 gross	>100,000 gross
Other beverage	<= 100,000 gross	>100,000 gross
Food	<= 500,000 gross	>500,000 gross
Other end user	<= 200,000 gross	>200,000 gross

II-5c. **U.S. shipments to end users by firm type: China.**--Continued.

## China

Quantity (in gross) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
<b>U.S. shipments:</b>			
To beer manufacturers <sup>1</sup> :			
Large			
Quantity (S)			
Value (T)			
Small and medium			
Quantity (U)			
Value (V)			
To wine manufacturers <sup>1</sup> :			
Large			
Quantity (W)			
Value (X)			
Small and medium			
Quantity (Y)			
Value (Z)			
To spirits manufacturers <sup>1</sup> :			
Large			
Quantity (AA)			
Value (AB)			
Small and medium			
Quantity (AC)			
Value (AD)			
To other beverage manufacturers <sup>1</sup> :			
Large			
Quantity (AE)			
Value (AF)			
Small and medium			
Quantity (AG)			
Value (AH)			
To food manufacturers <sup>1</sup> :			
Large			
Quantity (AI)			
Value (AJ)			
Small and medium			
Quantity (AK)			
Value (AL)			
To other end users <sup>1</sup> :			
Large			
Quantity (AM)			
Value (AN)			
Small and medium			
Quantity (AO)			
Value (AP)			

<sup>1</sup> Please identify the smallest customer and the quantity supplied: \_\_\_\_\_.

II-6a. **U.S. imports from Mexico.**—Report your firm's imports and your firm's shipments and inventories of glass containers imported from Mexico by your firm during the specified periods.

## Mexico

Quantity ( <i>in gross</i> ), value ( <i>in dollars</i> )			
Item	Calendar years		
	2017	2018	2019
<b>Beginning-of-period inventories</b> ( <i>quantity</i> ) (A)			
<b>Imports:</b> <sup>1</sup> <i>Quantity</i> (B)			
<i>Value</i> (C)			
<b>U.S. shipments:</b> <b>Commercial shipments:</b> <i>Quantity</i> (D)			
<i>Value</i> (E)			
<b>Internal consumption:</b> <sup>2</sup> <i>Quantity</i> (F)			
<i>Value</i> <sup>2</sup> (G)			
<b>Transfers to related firms:</b> <sup>2</sup> <i>Quantity</i> (H)			
<i>Value</i> <sup>2</sup> (I)			
<b>Export shipments:</b> <sup>3</sup> <i>Quantity</i> (J)			
<i>Value</i> (K)			
<b>End-of-period inventories</b> ( <i>quantity</i> ) (L)			

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

<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.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-6a. U.S. imports from Mexico.–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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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: _____.			

**II-6b. Channels of distribution: Mexico.**-- 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 Mexico by channel of distribution in the specified periods.

## Mexico

Quantity (in gross) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>U.S. shipments:</b>			
To distributors			
Quantity (M)			
Value (N)			
To retailers			
Quantity (O)			
Value (P)			
To end users			
Quantity <sup>1</sup> (Q)	0	0	0
Value <sup>1</sup> (R)	0	0	0
<sup>1</sup> Data will populate here once reported in question II-6c.			



II-6b. **Channels of distribution: Mexico.**— *Continued.*

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through S and lines N through T) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) 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	Calendar years		
	2017	2018	2019
M + O + Q – D – F – H = zero ("0"); if not, revise.	0	0	0
N + P + R – E – G – I = zero ("0"); if not, revise.	0	0	0

II-6c. **U.S. shipments to end users by firm type: Mexico.**--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 Mexico by end-user firm type, categorized according to the annual purchase requirements per customer. Please refer to the following classifications of end user firm types:

Firm type	Small and medium	Large
	<b>Annual purchase requirements per customer</b>	
Beer	<= 50,000 gross	>50,000 gross
Wine	<= 150,000 gross	>150,000 gross
Spirit	<= 100,000 gross	>100,000 gross
Other beverage	<= 100,000 gross	>100,000 gross
Food	<= 500,000 gross	>500,000 gross
Other end user	<= 200,000 gross	>200,000 gross

II-6c. **U.S. shipments to end users by firm type: Mexico.**--Continued.

## Mexico

Quantity (in gross) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
<b>U.S. shipments:</b>			
To beer manufacturers <sup>1</sup> :			
Large			
Quantity (S)			
Value (T)			
Small and medium			
Quantity (U)			
Value (V)			
To wine manufacturers <sup>1</sup> :			
Large			
Quantity (W)			
Value (X)			
Small and medium			
Quantity (Y)			
Value (Z)			
To spirits manufacturers <sup>1</sup> :			
Large			
Quantity (AA)			
Value (AB)			
Small and medium			
Quantity (AC)			
Value (AD)			
To other beverage manufacturers <sup>1</sup> :			
Large			
Quantity (AE)			
Value (AF)			
Small and medium			
Quantity (AG)			
Value (AH)			
To food manufacturers <sup>1</sup> :			
Large			
Quantity (AI)			
Value (AJ)			
Small and medium			
Quantity (AK)			
Value (AL)			
To other end users <sup>1</sup> :			
Large			
Quantity (AM)			
Value (AN)			
Small and medium			
Quantity (AO)			
Value (AP)			

<sup>1</sup> Please identify the smallest customer and the quantity supplied: \_\_\_\_\_.

II-7a. **Imports from all other sources.**—Report your firm's imports and your firm's shipments and inventories of glass containers imported from **all other sources** by your firm during the specified periods.

## All other sources

**(list sources: \_\_\_\_\_)**

Quantity (in gross), value (in dollars)			
Item	Calendar years		
	2017	2018	2019
<b>Beginning-of-period inventories</b> (quantity) (A)			
<b>Imports:</b> <sup>1</sup>			
Quantity (B)			
Value (C)			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity (D)			
Value (E)			
<b>Internal consumption:</b> <sup>2</sup>			
Quantity (F)			
Value <sup>2</sup> (G)			
<b>Transfers to related firms:</b> <sup>2</sup>			
Quantity (H)			
Value <sup>2</sup> (I)			
<b>Export shipments:</b> <sup>3</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> 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>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

**II-7a. U.S. imports from all other 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		
	2017	2018	2019
A + B – D – F – H – J – L = should equal zero ("0") or provide an explanation. <sup>1</sup>	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: _____.			

**II-7b. Channels of distribution: All other sources.**-- 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 all other sources by channel of distribution in the specified periods.

## All other sources

Quantity (in gross) and value (in dollars)			
Item	Calendar years		
	2017	2018	2019
<b>Channels of distribution:</b>			
<b>U.S. shipments:</b>			
To distributors			
Quantity (M)			
Value (N)			
To retailers			
Quantity (O)			
Value (P)			
To end users			
Quantity <sup>1</sup> (Q)	0	0	0
Value <sup>1</sup> (R)	0	0	0
<sup>1</sup> Data will populate here once reported in question II-7c.			

II-7b. **Channels of distribution: All other sources.**— *Continued.*

*RECONCILIATION OF CHANNELS.--Please ensure that the quantities and values reported for channels of distribution (i.e., lines M through S and lines N through T) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, H) 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	Calendar years		
	2017	2018	2019
M + O + Q – D – F – H = zero ("0"); if not, revise.	0	0	0
N + P + R – E – G – I = zero ("0"); if not, revise.	0	0	0

II-7c. **U.S. shipments to end users by firm type: all other sources.**--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 all other sources by end-user firm type, categorized according to the annual purchase requirements per customer. Please refer to the following classifications of end user firm types:

Firm type	Small and medium	Large
	<b>Annual purchase requirements per customer</b>	
Beer	<= 50,000 gross	>50,000 gross
Wine	<= 150,000 gross	>150,000 gross
Spirit	<= 100,000 gross	>100,000 gross
Other beverage	<= 100,000 gross	>100,000 gross
Food	<= 500,000 gross	>500,000 gross
Other end user	<= 200,000 gross	>200,000 gross

II-7c. **U.S. shipments to end users by firm type: All other sources.--Continued.**

## All other sources

Quantity ( <i>in gross</i> ) and value ( <i>in dollars</i> )			
Item	Calendar years		
	2017	2018	2019
<b>U.S. shipments:</b>			
To beer manufacturers <sup>1</sup> :			
Large			
Quantity (S)			
Value (T)			
Small and medium			
Quantity (U)			
Value (V)			
To wine manufacturers <sup>1</sup> :			
Large			
Quantity (W)			
Value (X)			
Small and medium			
Quantity (Y)			
Value (Z)			
To spirits manufacturers <sup>1</sup> :			
Large			
Quantity (AA)			
Value (AB)			
Small and medium			
Quantity (AC)			
Value (AD)			
To other beverage manufacturers <sup>1</sup> :			
Large			
Quantity (AE)			
Value (AF)			
Small and medium			
Quantity (AG)			
Value (AH)			
To food manufacturers <sup>1</sup> :			
Large			
Quantity (AI)			
Value (AJ)			
Small and medium			
Quantity (AK)			
Value (AL)			
To other end users <sup>1</sup> :			
Large			
Quantity (AM)			
Value (AN)			
Small and medium			
Quantity (AO)			
Value (AP)			

<sup>1</sup> Please identify the smallest customer and the quantity supplied: \_\_\_\_\_.

II-8. **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-9 **Out-of-scope imports of glass containers.**— Please report your firm's imports of any out-of-scope glass containers (as defined on page 3).

	<b>Quantity (<i>in gross</i>) and value (<i>in dollars</i>)</b>		
	<b>Calendar year</b>		
	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>U.S. imports of out-of-scope merchandise<sup>1</sup> reported under primary HTS numbers<sup>2</sup> imported from:</b>			
China:			
<i>Quantity</i>			
<i>Value</i>			
Mexico:			
<i>Quantity</i>			
<i>Value</i>			
All other sources:			
<i>Quantity</i>			
<i>Value</i>			
<sup>1</sup> Please describe: _____. <sup>2</sup> Please provide the HTS numbers used for any out-of-scope imports reported in this table: _____.			

II-10. **Product mix.**—Does your firm import and use or sell the following products? (check all that apply):

- Clear beer bottles
- Colored beer bottles
- 750 mL Claret style (Bordeaux style) wine bottles, green color
- 750 mL Burgundy style wine bottles, green color
- 750 mL wine bottles of other styles or colors
- Wine bottles smaller or larger than 750 mL
- 750 mL liquor bottles
- 1L liquor bottles
- 1.75L liquor bottles
- Clear glass non-alcoholic beverage bottles
- Colored glass non-alcoholic beverage bottles
- Glass jars
- Glass containers other than jars for food storage/packaging
- Glass perfume bottles
- Other glass containers (please list): \_\_\_\_\_

Glass containers of the following colors:

- Flint (clear)
- Blue
- Green
- Amber
- Other colors (please list): \_\_\_\_\_

Glass containers with the following design or functional elements:

- Handles
- Embossing
- Etching
- Labeling
- Other (please describe): \_\_\_\_\_

II-11. **Range of AUVs.**--What is the range of per gross unit value for the different glass container types used or sold by your firm? **In addition to a general identifying description of each product, please include in the color, shape, weight, and packaging.**

Type	Unit value (dollars per gross) <sup>1</sup>	Description of the product.
Highest per unit value glass container product produced by your firm		
Highest volume glass container product produced by your firm		
Lowest per unit value glass container product produced by your firm		

<sup>1</sup> Please confirm that the unit value is reported in dollars per gross (check to confirm):



- II-12. **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 Pamela Davis (202-205-2214, [pamela.davis@usitc.gov](mailto:pamela.davis@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, 2017 of the following products your firm imported:

**Product 1.**-- 750 ml, clear (flint) Claret style (Bordeaux) wine bottle, punt bottom, without frosting, coating, or other decoration, cork finish, 14 to 25 ounce bottle weight, bulk packed

**Product 2.**-- 750 ml, antique green Claret style (Bordeaux) wine bottle, punt bottom, without frosting, coating, or other decoration, cork finish, 14 to 25 ounce bottle weight (inclusive), bulk packed

**Product 3.**-- 750 ml, antique green Claret style (Bordeaux) wine bottle, punt bottom, without frosting, coating, or other decoration, cork finish, 14 to 25 ounce bottle weight (inclusive), case packed

**Product 4.**-- 12 oz., flint (clear) long neck style beverage bottle, without frosting, coating, or other decoration, pry-off crown finish, bulk packed

**Product 5.**-- 12 oz., amber long neck style beverage bottle, without frosting, coating, or other decoration, pry-off crown finish, bulk packed

**Product 6.**-- 12 oz., amber long neck style beverage bottle, without frosting, coating, or other decoration, pry-off crown finish, case packed

**Product 7.**--16 oz., flint (clear) round salsa jar, without frosting, coating, or other decoration, 82-2040 mouth style

**Product 8.**--32 oz., flint (clear) round economy jar, without frosting, coating, or other decoration, 70-450 mouth style

**Please note that values should be f.o.b., U.S. point of shipment, should include packaging costs, 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).**

III-2a. During January 2017-December 2019, did your firm import from China and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

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

III-2b. **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.

## China

Report data in **gross** and **actual dollars**  
(1 gross = 144 individual glass containers)

<i>(Quantity in gross bottles, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<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								
October-December								

<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:

Product 4:

III-2b.--Continued.

## China

Report data in **gross** and **actual dollars**  
(1 gross = 144 individual glass containers)

<b>(Quantity in gross bottles, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 5</b>		<b>Product 6</b>		<b>Product 7</b>		<b>Product 8</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<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								
October-December								

<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 5:

Product 6:

Product 7:

Product 8:

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.

## Mexico

Report data in **gross** and **actual dollars**  
(1 gross = 144 individual glass containers)

<b>(Quantity in gross bottles, value in dollars)</b>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<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								
October-December								
<p><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.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of Part III.</p> <p><b>Note.</b>--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.</p> <p>Product 1:</p> <p>Product 2:</p> <p>Product 3:</p> <p>Product 4:</p>								

III-2c.--Continued.

## Mexico

Report data in **gross** and **actual dollars**  
(1 gross = 144 individual glass containers)

<b>(Quantity in gross bottles, value in dollars)</b>								
<b>Period of shipment</b>	<b>Product 5</b>		<b>Product 6</b>		<b>Product 7</b>		<b>Product 8</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<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								
October-December								

<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 5:

Product 6:

Product 7:

Product 8:

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

Are the price data reported above:	<b>√ if Yes</b>
In actual dollars and gross?	<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"/>

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.*

III-3. **Price setting.**--How does your firm determine the prices that it charges for sales of glass containers (*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-4. **Discount policy.**--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Pricing terms.**--On what basis are your firm's prices of glass containers imported from China usually quoted (*check one*)?

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of glass containers imported from China in 2019 was on a (1) short-term contract basis, (2) annual contract basis, (3) long-term contract basis, and (4) spot sales basis? Agreements to sell pursuant to your clients' purchase forecasts should be treated as contract sales.

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 2019 sales	%	%	%	%	0.0 %



III-7. **Contract provisions.**--Please fill out the table regarding your firm's typical sales contracts for glass containers 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-8. **Lead times.**--What is your firm's share of sales of glass containers 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 glass containers?

<b>Source</b>	<b>Share of 2019 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-9. **Shipping information.**—

- (a) What is the approximate percentage of the cost of glass containers 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 glass containers 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 glass containers 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-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold glass containers imported from subject countries since January 1, 2017 (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-11. **Packaging type.**--For each type of end use for which you sold glass containers, what percentage of your firm's 2019 sales of glass containers from China were in bulk, case, and other packaging?

Packaging type	Beer	Wine	Spirits	Other beverages	Food
Bulk	%	%	%	%	%
Case	%	%	%	%	%
Other	%	%	%	%	%
Total	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Is there a price difference between bulk-packed, case-packed, and glass containers packed in another way?					
No	Yes	If yes, what is the average premium for case and other packaging (in percent)?			
<input type="checkbox"/>	<input type="checkbox"/>	Case pack premium: %	Other pack premium: %		

III-12. **End uses.**--List the end uses of the glass containers that your firm imports. For each end-use product, what percentage of the total cost is accounted for by glass containers and other inputs?

End-use product	Share of total cost of end-use product accounted for by		Total (should sum to 100.0% across)
	Glass containers	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-13. **Substitutes.**--Can other products be substituted for glass containers? (Reply "Not a substitute" in the End Use(s) column if aluminum cans or plastic bottles are not substitutes.)

No       Yes--Please fill out the table.

Substitute	End use(s) in which this substitute is used	Have changes in the price of this substitute affected the price for glass containers?		
		No	Yes	Explanation
1. Aluminum cans		<input type="checkbox"/>	<input type="checkbox"/>	
2. Plastic bottles		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	
4.		<input type="checkbox"/>	<input type="checkbox"/>	
5.		<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 glass containers has changed since January 1, 2017. Explain any trends and describe the principal factors that have affected these changes in demand.

<b>Market</b>	<b>Overall increase</b>	<b>No change</b>	<b>Overall decrease</b>	<b>Fluctuate with no clear trend</b>	<b>Explanation and factors</b>
Within the United States: Beer bottles	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Wine bottles	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Spirits bottles	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other beverage bottles	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Food bottles/jars	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other glass containers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Overall demand	<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-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of glass containers since January 1, 2017?

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

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

(a) Is the glass container market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to glass containers?

<b>Check all that apply.</b>	<b>Please describe.</b>
<input type="checkbox"/> <b>No</b>	Skip to question III-17.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</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 glass containers since January 1, 2017?

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply glass containers since January 1, 2017 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

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

III-18. **Minimum order size.**--Since January 1, 2017, has your firm refused, declined, or turned down any potential orders due to order size?

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

III-19. **Minimum production runs size and costs (new designs).**-- Is there an order size at which your firm cannot economically import a new glass container design (i.e., one that would require a new mold)? If yes, please describe that order run size, the factors that affect that minimum run size, and, more generally, describe the relationship of order run size to the cost for an order of glass containers for your firm.

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

III-20. **Raw materials.**--How have glass containers' raw material prices changed since January 1, 2016?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Describe the raw materials and explain, noting how raw material price changes have affected your firm's selling prices for glass containers.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **Impact of section 301 tariffs.**-- Did the imposition of tariffs on Chinese-origin products under to section 301 have an impact on the glass container market in the United States?

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

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

III-22. **Interchangeability.**--Are glass containers 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, I, 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

I = the products are *infrequently* interchangeable

N = the products are *never* interchangeable

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

Country-pair	China	Mexico	Other countries
United States			
China	X		
Mexico	X	X	
For any country-pair producing glass containers which are <i>sometimes to never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:			

III-23. **Factors other than price.**--Are differences other than price (e.g., quality, availability, minimum order quantities, transportation network, product range, technical support, etc.) between glass containers 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, I, 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
- I = such differences are *infrequently* significant
- N = such differences are *never* significant
- O = *no familiarity* with products from a specified country-pair

Country-pair	China	Mexico	Other countries
United States			
China			
Mexico			
<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 glass containers, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p>			



III-24. **Customer identification.**--List the names and contact information for your firm's 10 largest U.S. customers for glass containers since January 1, 2017. Indicate the share of the quantity of your firm's total shipments of glass containers that each of these customers accounted for in 2019.

	Customer's name	City	State	Share of 2019 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-25. **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.

--

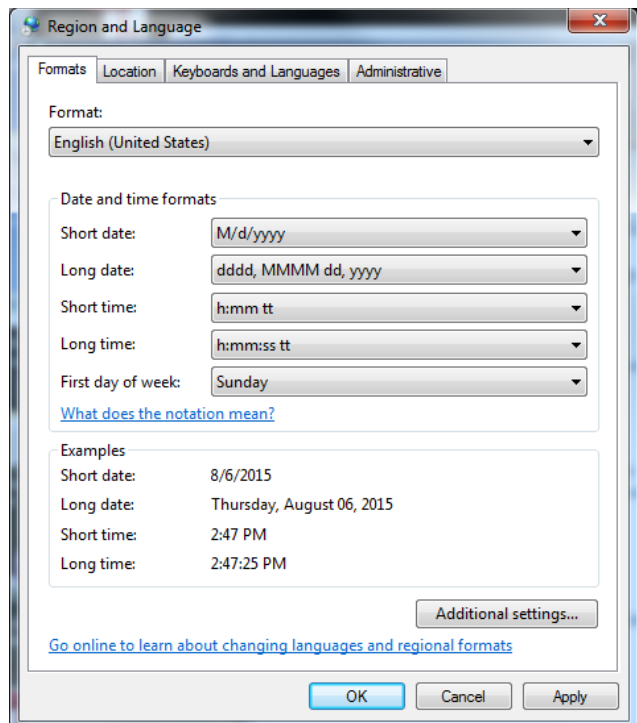
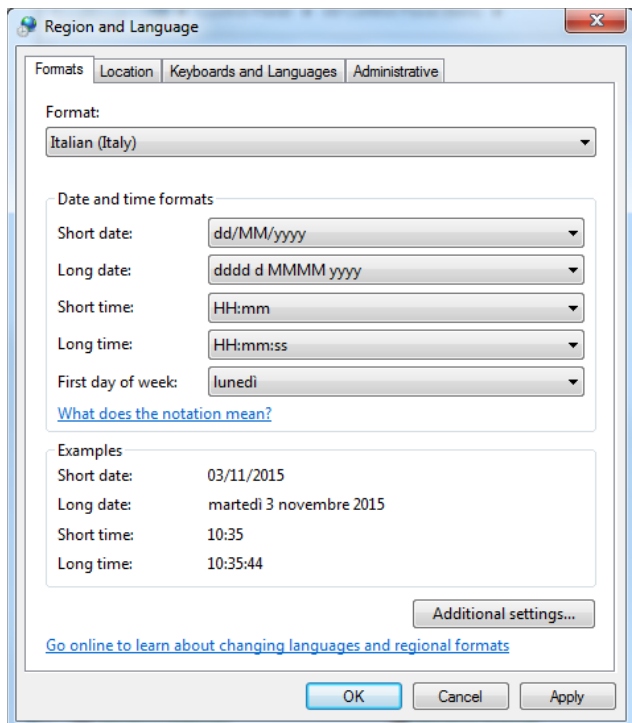
**Correcting Valid number error messages.**--If you are completing a Commission questionnaire in a country that uses periods (“.”) to delineate multiples of 1000 (e.g., one million would appear as \$1.000.000 instead of as dollars,000), you may be unable to enter in numbers greater than 999 in numeric 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/701731/2020/glass\\_containers\\_china/final.htm](https://www.usitc.gov/investigations/701731/2020/glass_containers_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:** **GLASS**

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