IMPORTERS' QUESTIONNAIRE BARIUM CARBONATE FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615 500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than June 12, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning barium carbonate from China (inv. No. 731-TA-1020 (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 possession (19 U.S.C. § 1333(a)).

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PART I.-GENERAL QUESTIONS

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 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

hours	dollars	
	for reporting guidelines). If your firm	by this questionnaire (see page 3 of the is publicly traded, please specify the
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
importing barium ca	e any related firms, either domestic or arbonate from China into the United Stom China to the United States?	foreign, which are engaged in tates or which are engaged in exporting
importing barium cabarium carbonate from	arbonate from China into the United St	

PART I.-<u>GENERAL QUESTIONS</u>-Continued

I-5.	Does your firm have any re production of barium carbo		domestic or foreign	n, which are engaged in the
	□No □Yes–Li	st the following in	formation.	
	Firm name	Address		<u>Affiliation</u>
I-6.	Please indicate the nature o one answer may be applical		orting operations on	barium carbonate. More than
	Importer of record		Takes title t	to the imported product(s)
	Consignee of the impor	ted product(s)	Customs bro	oker or freight forwarder
I-7.	If your firm is an importer of consignees below (company		· · · · · · · · · · · · · · · · · · ·	<u>tot</u> the consignee, please list the idual to contact).
I-8.	Please indicate whether you from, foreign trade zones or			or withdraws such merchandise
	Foreign trade zones	No Dy	Yes	
	Bonded warehouses	No D	Yes	
I-9.	Please indicate whether you importation under bond) pro	*	ium carbonate und	er the TIB (temporary
	□No □Yes			
I-10.	To your knowledge, have the import relief investigations			on been the subject of any other ountries?
	□No □Yes-Pl	ease specify.		

PART II.-TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Raymond Cantrell (202-205-3362). **Supply all data requested on a <u>calendar-year</u> basis.**

II-1.	Who should be con	tacted regarding the requ	ested trade and related inform	nation?
	Company contact:	Name and title		
		Phone No.	E-mail address	
II-2.	consolidations, closother change in the	sures, or prolonged shutde	gs, relocations, expansions, a owns because of strikes or eq ons or organization relating t	uipment failure, or any
	□ No □	Yes—Supply details as to	the time, nature, and significant	cance of such changes.
II-3.		uantity (in <i>short tons</i>) of being the importation for delivery a	parium carbonate from China after March 31, 2003:	that your firm imported
		<u>Granular</u>	Powdered	<u>Total</u>
	April-June 2003:			
	July-September 20	03:		
	October-December	2003:		
II-4.			in the United States, please ir by source, please elaborate	

PART II.-TRADE AND RELATED INFORMATION-Continued

L China	☐ All other	sources co	mbined ¹		
(<i>Quantity</i> in sho	ort tons, <i>valu</i>	re in \$1,000)			
Mana	C	alendar yea	rs	January	y-March
ltem	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²	•	•	•	•	•
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
¹ Please identify these sources:	•				
² Identify the foreign producers, if known:					
³ Sales to related firms (including internal consumption) m basis for valuing these sales within your company, please specthat basis for 2000, 2001, and 2002 below:		e.g., cost, cos	t plus, etc.) and		
⁴ Identify your principal export markets:					
⁵ Reconciliation of dataNote that the quantities reported plus imports, less total shipments, equals end-of-period inventions.	d above should ories. Do the o	l reconcile as f data reported r	follows: beginn econcile?	ing-of-period ir	nventories,

firm's shipments and inventories of granular baperiods. (See definitions in the instruction book	arium carbona	te imported l	oy your firm c	during the spe	ecified	
combined. Photocopy the page as needed and	l check the b	ox for the so	ource(s) for w	hich you are	e reporting.	
China	All other	· sources cor	mbined¹			
(<i>Quantity</i> in sh	ort tons, <i>valu</i>	<i>r</i> e in \$1,000)				
Itom	(alendar yea	ırs	Januar	January-March	
Item	2000	2001	2002	2002	2003	
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
IMPORTS: ²	•	•	•		•	
Quantity of imports						
Value of imports						
U.S. SHIPMENTS:	•	•			•	
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption/company transfers:	•	•		•	•	
Quantity of internal consumption/transfers						
Value ³ of internal consumption/transfers						
EXPORT SHIPMENTS:4	•	•		•	•	
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES ⁵ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
¹ Please identify these sources:		l	l	<u> </u>	L	
² Identify the foreign producers, if known:						
³ Sales to related firms (including internal consumption) n basis for valuing these sales within your company, please spe that basis for 2000, 2001, and 2002 below:	cify that basis	(e.g., cost, cos	t plus, etc.) and	d provide value	se a different e data using	
⁴ Identify your principal export markets:						
⁵ Reconciliation of dataNote that the quantities reporte plus imports, less total shipments, equals end-of-period invent	ed above should tories. Do the	d reconcile as data reported i	follows: beginn econcile?	ing-of-period i	nventories,	
Yes No–Please explain:						
Please indicate the approximate percentages of the inventorie March 31, 2002; and March 31, 2003, respectively, that were				2001; Decemb	er 31, 2002;	

II-7. IMPORTS, BY SOURCE, OF POWDERED I				•	•
firm's shipments and inventories of powdered be		•		• .	
periods. (See definitions in the instruction bookl combined . Photocopy the page as needed and	/ -		` '	` '	
combined. I notocopy the page as needed and		UX 101 the so	uice(s) 101 "	IIICII you are	Teporung.
China	All othe	er sources co	ombined ¹		
(<i>Quantity</i> in sho	ort tons, <i>val</i> u	<i>i</i> e in \$1,000)			
ltem	(Calendar yea	ırs	Januar	y-March
item	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:4					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
¹ Please identify these sources:					
² Identify the foreign producers, if known:					
³ Sales to related firms (including internal consumption) m basis for valuing these sales within your company, please spect that basis for 2000, 2001, and 2002 below:	cify that basis	(e.g., cost, cos	st plus, etc.) and		
⁴ Identify your principal export markets:					
⁵ Reconciliation of dataNote that the quantities reported plus imports, less total shipments, equals end-of-period inventors.	d above should cories. Do the	d reconcile as f data reported r	follows: beginn reconcile?	ning-of-period ir	nventories,
Yes No-Please explain:					
Please indicate the approximate percentages of the inventories March 31, 2002; and March 31, 2003, respectively, that were h					

PART II.-TRADE AND RELATED INFORMATION--Continued

II-8. <u>U.S. COMMERCIAL SHIPMENTS IN 2002, BY TYPE</u>.--Report your firm's U.S. commercial shipments in 2002 of the various types of barium carbonate that your firm imported. Report <u>separately</u> for (1) China and (2) all other sources

combined. Photocopy the page as needed and check the bo	x for the source(s).									
☐ China ☐ All oth	er sources combined									
(Quantity in short tons, value in dollars)										
Period of shipment	Quantity	Value ¹								
Calcined granular barium carbonate:										
Glass manufacturers										
Brick manufacturers										
Tile manufacturers										
Other manufacturers (identify type(s)):	_									
Others or unknown										
Total										
Compacted (compressed) granular barium carbonate:										
Glass manufacturers										
Brick manufacturers										
Tile manufacturers										
Other manufacturers (identify type(s)):	_									
Others or unknown										
Total										
Powdered barium carbonate, free-flowing, similar to CPC's Micro-F	lo™:									
Glass manufacturers										
Brick manufacturers										
Tile manufacturers										
Other manufacturers (identify type(s)):	_									
Others or unknown										
Total										
Powdered barium carbonate, other than free-flowing:										
Glass manufacturers										
Brick manufacturers										

PART II.-TRADE AND RELATED INFORMATION--Continued

Tile manufacturers

Others or unknown

Total

Grand total, all types:²

Other manufacturers (identify type(s)):

II-9. <u>U.S. COMMERCIAL SHIPMENTS TO MANUFACTURERS OF TELEVISION GLASS</u>.--Report your firm's U.S. commercial shipments of barium carbonate (that your firm produced) to each of the following

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² The grand totals should equal the sum of the totals above and also the commercial shipment entries for 2002 in II-5 on page 5.

manufacturers of television glass. Copy this page as necessary, completing a separate page and checking the
appropriate box for your U.S. commercial shipments to each of the four firms.

(<i>Quantity</i> in short tons, <i>v</i>	alue in dollars)	
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:	·	
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:	·	
January-March		

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Clark Workman** (202-205-3248 or cworkman@usitc.gov).

III-1.	Who should be contacted re	egarding the requested price	cing and related information?	
	Company contact:			
		Name and title		
		Phone No.	E-mail address	

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China during January 2000-March 2003:

<u>Product 1.</u>—Granular barium carbonate, calcined, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

<u>Product 2</u>.—Granular barium carbonate, compacted (compressed), sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

<u>Product 3.</u>—Free-flowing powdered barium carbonate, similar to CPC's Micro-FloTM, sold in any size packaging, with a total $BaCO_3 + SrCO_3$ content of at least 97 percent

<u>Product 4.</u>— Powdered barium carbonate other than free-flowing, sold in any size packaging, with a total BaCO₃ + SrCO₃ content of at least 97 percent

Section III-A.-PRICE DATA-Continued

Product 1 P	roduct 2	Product 3	Product 4	
(Quant	tity in short to	ons, <i>valu</i> e in doll	ars)	
Period of shipmer	nt		Quantity	Value ²
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				
2003:				
January-March				
¹ If your product does not exactly meet the provide a description of your product:	product spec	fications but is co	mpetitive with the spe	ecified product,

Section III-B.-PRICE-RELATED QUESTIONS

III-B-1.	Please describe how your firm determines the prices that it charges for sales of barium carbonate (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.			
III-B-2.	Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).			
III-B-3.	What are your firm's typical sales terms for barium carbonate imported from China (e.g., 2/10 net 30 days)? On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)?			
III-B-4.	Approximately what percentage of your firm's sales of barium carbonate imported from China are on a contract (percent) vs. spot sales (percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.			
	(a) What is the average duration of a contract?			
	(b) How frequently are contracts renegotiated?			
	(c) Does the contract fix quantity, price, or both?			
	(d) Does the contract have a meet or release provision?			
	(e) What are the standard quantity requirements, if any?			
	(f) What is the price premium for sub-minimum shipments? percent			
III-B-5.	What is the average lead time between a customer's order and the date of delivery for your firm's sales of barium carbonate?			
III-B-6.	What is the approximate percentage of the total delivered cost of barium carbonate that is accounted for by transportation costs? percent. Who generally arranges the transportation to your customers' locations? Your firm or purchaser (check one). What proportion of your sale occur within 100 miles of your storage facility or the port of entry? percent. 101 to 1,000 miles percent. Over 1,000 miles? percent.			

Section III-B.-PRICE-RELATED QUESTIONS-Continued

III-B-7.	What is the geographic market area in the United States served by your firm's imports of barium carbonate from China?				
III-B-8.	What other products may be substitutes for barium carbonate?				
III-B-9.	Describe the end uses of the barium carbonate that you import from China. For each end use product, what percentage of the total cost is accounted for by barium carbonate?				
III-B-10.	How has the demand within the United States (and outside the United States if known) for barium carbonate changed since January 1, 2000? What were the principal factors affecting changes in demand?				
III-B-11.	Have there been any significant changes in the product range or marketing of barium carbonate in the past five years? No Yes-Please describe.				
III-B-12.	Does your firm purchase or sell barium carbonate over the internet? No Yes-Please describe, noting the estimated percentage of your firm's total purchases/sales of barium carbonate in 2002 accounted for by internet transactions.				

Section III-B.-PRICE-RELATED QUESTIONS-Continued

a) Please estimate the percentages of your firm's shipments of barium carbonate imported from China that were made in the following package sizes.			
25 kg bags One metric ton sacks Bulk shipments Other (please list)			
100 %			
b) Approximately what percent of the cost of the barium carbonate is accounted for by the cost of packaging? (Note: If the percent varies for different package types, please note this in your response.)			
Are the U.Sproduced and imported barium carbonate from China used interchangeably (i.e., can they physically be used in the same applications)? Yes No–Please explain.			
Are the U.Sproduced and <u>NONSUBJECT</u> imported barium carbonate (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?			
Yes No–Please explain, by country.			
Are <u>NONSUBJECT</u> imported barium carbonate and imported barium carbonate from China used interchangeably?			
Yes No–Please explain, by country.			

Section III-B.-PRICE-RELATED QUESTIONS-Continued

III-B-17.	Are there any differences in product characteristics or sales conditions between U.Sproduced barium carbonate and barium carbonate imported from China that are a significant factor in your firm's sales of barium carbonate?				
	No Yes-Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).				
III-B-18.	Are there any differences in product characteristics or sales conditions between U.Sproduced barium carbonate and <u>NONSUBJECT</u> imported barium carbonate that are a significant factor in your firm's sales of barium carbonate?				
	No Yes-Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.				
III-B-19.	Are there any differences in product characteristics or sales conditions between <u>NONSUBJECT</u> imported barium carbonate and imported barium carbonate from China that are a significant factor in your firm's sales of barium carbonate?				
	No Yes-Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.				
III-B-20.	Has your firm ever commingled barium carbonate from more than one source?				
	No Yes–Please describe.				

Section III-C.-CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers for barium carbonate imported from China during January 2000-March 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of barium carbonate from China that each of these customers accounted for in 2002.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					