

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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported barium carbonate (as defined in the instruction booklet) from any country at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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 signing 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 investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

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.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing barium carbonate from China into the United States or which are engaged in exporting barium carbonate from China to the United States?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS, BY SOURCE, OF ALL BARIUM CARBONATE.**—Report your firm's imports and your firm's shipments and inventories of barium carbonate imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for (1) China and (2) all other sources combined. Photocopy the page as needed and check the box for the source(s) for which you are reporting.**

China
 All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
¹ Please identify these sources: _____ _____					
² Identify the foreign producers, if known: _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					
Please indicate the approximate percentages of the inventories as of December 31, 2000; December 31, 2001; December 31, 2002; March 31, 2002; and March 31, 2003, respectively, that were held pursuant to long-term contracts. _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS, BY SOURCE, OF GRANULAR BARIUM CARBONATE.**—Report your firm's imports and your firm's shipments and inventories of **granular** barium carbonate imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for (1) China and (2) all other sources combined. Photocopy the page as needed and check the box for the source(s) for which you are reporting.**

China
 All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
¹ Please identify these sources: _____ _____					
² Identify the foreign producers, if known: _____ _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____ _____					
⁴ Identify your principal export markets: _____ _____					
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____					
Please indicate the approximate percentages of the inventories as of December 31, 2000; December 31, 2001; December 31, 2002; March 31, 2002; and March 31, 2003, respectively, that were held pursuant to long-term contracts. _____					

II-7. **IMPORTS, BY SOURCE, OF POWDERED BARIUM CARBONATE.**--Report your firm's imports and your firm's shipments and inventories of **powdered** barium carbonate imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for (1) China and (2) all other sources combined. Photocopy the page as needed and check the box for the source(s) for which you are reporting.**

China
 All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**--Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

Please indicate the approximate percentages of the inventories as of December 31, 2000; December 31, 2001; December 31, 2002; March 31, 2002; and March 31, 2003, respectively, that were held pursuant to long-term contracts. _____

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

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

combined. Photocopy the page as needed and check the box for the source(s).

China

All other 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-Flo™:		
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		
Tile manufacturers		
Other manufacturers (identify type(s)): _____		
Others or unknown		
Total		
Grand total, all types:²		
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.		

PART II.—TRADE AND RELATED INFORMATION--Continued

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

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.

American Video
 Corning Asahi
 Techneglas
 Thompson

<i>(Quantity in short tons, value in dollars)</i>		
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		
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.		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from China and sold by your firm.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	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 product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S. point of shipment (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods).		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

If your response in section III-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

- 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 sales 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.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

If your response in section III-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

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.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

If your response in section III-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

III-B-13. 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.)

III-B-14. Are the U.S.-produced and imported barium carbonate from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes No—Please explain.

III-B-15. Are the U.S.-produced and NONSUBJECT imported barium carbonate (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes No—Please explain, by country.

III-B-16. Are NONSUBJECT imported barium carbonate and imported barium carbonate from China used interchangeably?

Yes No—Please explain, by country.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

If your response in section III-B differs depending on the form of barium carbonate sold, please distinguish in your response between the forms.

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced 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.S.-produced barium carbonate and NONSUBJECT 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 NONSUBJECT 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.

PART III. PRICING AND RELATED INFORMATION—Continued

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					