

**U.S. IMPORTERS' QUESTIONNAIRE**  
**SILICA BRICKS AND SHAPES FROM CHINA**

**This questionnaire must be received by the Commission by no later than NOVEMBER 28, 2012**

*See page 4 of the Instruction Booklet 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 duty investigations concerning silica bricks and shapes from China (inv. No. 731-TA-1205 (Preliminary)). 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)).**

|  |
|--|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported silica bricks and shapes (as defined in the instruction booklet) from any country at any time since January 1, 2009?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p> |
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**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 acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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.*

|   |  |                               |
|---|--|-------------------------------|
| _____<br><i>Name of Authorized Official</i> | _____<br><i>Title of Authorized Official</i> | _____<br><i>Date</i>          |
| _____<br><i>Signature</i>                   | _____<br><i>Phone:</i>                       | _____<br><i>Email address</i> |
|   | _____<br><i>Fax:</i>                         |                               |

**PART I.—GENERAL INFORMATION**

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, 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-1a. **OMB statistics**--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-1b. **OMB feedback**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. **Establishments covered**--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. **Ownership**--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> |
|------------------|----------------|----------------------------|
| _____            | _____          | _____                      |
| _____            | _____          | _____                      |
| _____            | _____          | _____                      |

**PART I.--GENERAL INFORMATION--Continued**

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing silica bricks and shapes from China into the United States or that are engaged in exporting silica bricks and shapes from China to the United States?

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on silica bricks and shapes. 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.

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

| <u>Firm name</u> | <u>Address</u> | <u>Contact person and phone number</u> |
|------------------|----------------|--|
| _____            | _____          | _____                                  |
| _____            | _____          | _____                                  |
| _____            | _____          | _____                                  |

**PART I.--GENERAL INFORMATION--Continued**

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters silica bricks and shapes into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No               Yes

Bonded warehouses       No               Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports silica bricks and shapes under the TIB (temporary importation under bond) program.

No               Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No               Yes--Please specify. \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Mary Messer (mary.messer@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 |  |
| Fax       |  |

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of silica bricks and shapes since January 1, 2009.

- (check as many as appropriate)*                      *(please describe)*
- office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_
  - office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_
  - relocations ..... \_\_\_\_\_  
\_\_\_\_\_
  - expansions..... \_\_\_\_\_  
\_\_\_\_\_
  - acquisitions..... \_\_\_\_\_  
\_\_\_\_\_
  - consolidations..... \_\_\_\_\_  
\_\_\_\_\_
  - prolonged shutdowns or  
production curtailments..... \_\_\_\_\_  
\_\_\_\_\_
  - revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_
  - other (*e.g.*, technology) ..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of silica bricks and shapes from China for delivery after September 30, 2011?

- No             Yes--Indicate when such orders are to be delivered and the quantities involved.

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II-4. **Reasons for importing.**--If your firm also produces silica bricks and shapes in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS FROM CHINA.**—Report your firm's imports and your firm's shipments and inventories of silica bricks and shapes imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

| Quantity (in short tons), value (in \$1,000)   |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2009           | 2010 | 2011 | 2011              | 2012 |
| <b>Beginning-of-period inventories</b> (quantity)  |                |      |      |                   |      |
| <b>Imports:</b> <sup>1</sup>   |                |      |      |                   |      |
| Quantity of imports  |                |      |      |                   |      |
| Value of imports   |                |      |      |                   |      |
| <b>U.S. shipments:</b>   |                |      |      |                   |      |
| <b>Commercial shipments:</b>   |                |      |      |                   |      |
| Quantity of commercial shipments   |                |      |      |                   |      |
| Value of commercial shipments  |                |      |      |                   |      |
| <b>Internal consumption/company transfers:</b>   |                |      |      |                   |      |
| Quantity of internal consumption/transfers   |                |      |      |                   |      |
| Value <sup>2</sup> of internal consumption/transfers   |                |      |      |                   |      |
| <b>Export shipments:</b> <sup>3</sup>  |                |      |      |                   |      |
| Quantity of export shipments   |                |      |      |                   |      |
| Value of export shipments  |                |      |      |                   |      |
| <b>End-of-period inventories</b> <sup>4</sup> (quantity)   |                |      |      |                   |      |
| <b>Channels of distribution:</b>   |                |      |      |                   |      |
| U.S. shipments to distributors (quantity)  |                |      |      |                   |      |
| U.S. shipments to end users (quantity)   |                |      |      |                   |      |
| <sup>1</sup> Please identify the foreign producers, if known:<br><hr/>   |                |      |      |                   |      |
| <sup>2</sup> 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 each of the periods noted above:<br><hr/>           |                |      |      |                   |      |
| <sup>3</sup> Identify your principal export markets: _____<br>   |                |      |      |                   |      |
| <sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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?<br><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ |                |      |      |                   |      |

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

II-6. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of silica bricks and shapes imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

| Quantity (in short tons), value (in \$1,000)   |                |      |      |                   |      |
|--|----------------|------|------|-------------------|------|
| Item   | Calendar years |      |      | January-September |      |
|  | 2009           | 2010 | 2011 | 2011              | 2012 |
| <b>Beginning-of-period inventories</b> (quantity)  |                |      |      |                   |      |
| <b>Imports:</b> <sup>1</sup>   |                |      |      |                   |      |
| Quantity of imports  |                |      |      |                   |      |
| Value of imports   |                |      |      |                   |      |
| <b>U.S. shipments:</b>   |                |      |      |                   |      |
| <b>Commercial shipments:</b>   |                |      |      |                   |      |
| Quantity of commercial shipments   |                |      |      |                   |      |
| Value of commercial shipments  |                |      |      |                   |      |
| <b>Internal consumption/company transfers:</b>   |                |      |      |                   |      |
| Quantity of internal consumption/transfers   |                |      |      |                   |      |
| Value <sup>2</sup> of internal consumption/transfers   |                |      |      |                   |      |
| <b>Export shipments:</b> <sup>3</sup>  |                |      |      |                   |      |
| Quantity of export shipments   |                |      |      |                   |      |
| Value of export shipments  |                |      |      |                   |      |
| <b>End-of-period inventories</b> <sup>4</sup> (quantity)   |                |      |      |                   |      |
| <b>Channels of distribution:</b>   |                |      |      |                   |      |
| U.S. shipments to distributors (quantity)  |                |      |      |                   |      |
| U.S. shipments to end users (quantity)   |                |      |      |                   |      |
| <sup>1</sup> Please identify the country sources and foreign producers:<br><hr/>   |                |      |      |                   |      |
| <sup>2</sup> 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 each of the periods noted above:<br><hr/> |                |      |      |                   |      |
| <sup>3</sup> Identify your principal export markets: _____<br>   |                |      |      |                   |      |
| <sup>4</sup> <b>Reconciliation of data.</b> --Please 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?<br>   |                |      |      |                   |      |
| <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____  |                |      |      |                   |      |



**PART III.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Aimee Larsen (202-205-3179, [aimee.larsen@usitc.gov](mailto:aimee.larsen@usitc.gov)) or Samantha Day (202-205-2088, [samantha.day@usitc.gov](mailto:samantha.day@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 |  |
| Fax       |  |

**PRICE DATA**

III-2. These questions requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2009 of the following products you imported from China, Czech Republic, Mexico, or United Kingdom:

**Product 1.—Silica bricks or shapes with at least 90 percent silica content sold to the steel industry.**

**Product 2.—Silica bricks or shapes with at least 90 percent silica content sold to the glass making industry.**

**Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm. **Please note that quantity is requested in SHORT TONS and value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**CHINA**

| <b>(Quantity in short tons, value in dollars)</b> |                  |              |                  |              |
|---|------------------|--------------|------------------|--------------|
| <b>Period of shipment</b>                         | <b>Product 1</b> |              | <b>Product 2</b> |              |
|   | <b>Quantity</b>  | <b>Value</b> | <b>Quantity</b>  | <b>Value</b> |
| <b>2009:</b>                                      |                  |              |                  |              |
| January-March                                     |                  |              |                  |              |
| April-June  |                  |              |                  |              |
| July-September                                    |                  |              |                  |              |
| October-December                                  |                  |              |                  |              |
| <b>2010:</b>                                      |                  |              |                  |              |
| January-March                                     |                  |              |                  |              |
| April-June  |                  |              |                  |              |
| July-September                                    |                  |              |                  |              |
| October-December                                  |                  |              |                  |              |
| <b>2011:</b>                                      |                  |              |                  |              |
| January-March                                     |                  |              |                  |              |
| April-June  |                  |              |                  |              |
| July-September                                    |                  |              |                  |              |
| October-December                                  |                  |              |                  |              |
| <b>2012:</b>                                      |                  |              |                  |              |
| January-March                                     |                  |              |                  |              |
| April-June  |                  |              |                  |              |
| July-September                                    |                  |              |                  |              |

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Czech Republic and sold by your firm. **Please note that quantity is requested in SHORT TONS and value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**CZECH REPUBLIC**

| (Quantity in short tons, value in dollars) |           |       |           |       |
|--|-----------|-------|-----------|-------|
| Period of shipment                         | Product 1 |       | Product 2 |       |
|  | Quantity  | Value | Quantity  | Value |
| <b>2009:</b>                               |           |       |           |       |
| January-March                              |           |       |           |       |
| April-June                                 |           |       |           |       |
| July-September                             |           |       |           |       |
| October-December                           |           |       |           |       |
| <b>2010:</b>                               |           |       |           |       |
| January-March                              |           |       |           |       |
| April-June                                 |           |       |           |       |
| July-September                             |           |       |           |       |
| October-December                           |           |       |           |       |
| <b>2011:</b>                               |           |       |           |       |
| January-March                              |           |       |           |       |
| April-June                                 |           |       |           |       |
| July-September                             |           |       |           |       |
| October-December                           |           |       |           |       |
| <b>2012:</b>                               |           |       |           |       |
| January-March                              |           |       |           |       |
| April-June                                 |           |       |           |       |
| July-September                             |           |       |           |       |

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

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. **Please note that quantity is requested in SHORT TONS and value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**MEXICO**

| <i>(Quantity in short tons, value in dollars)</i> |           |       |           |       |
|---|-----------|-------|-----------|-------|
| Period of shipment                                | Product 1 |       | Product 2 |       |
|   | Quantity  | Value | Quantity  | Value |
| <b>2009:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |
| October-December                                  |           |       |           |       |
| <b>2010:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |
| October-December                                  |           |       |           |       |
| <b>2011:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |
| October-December                                  |           |       |           |       |
| <b>2012:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2d. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from United Kingdom and sold by your firm. **Please note that quantity is requested in SHORT TONS and value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

**UNITED KINGDOM**

| <i>(Quantity in short tons, value in dollars)</i> |           |       |           |       |
|---|-----------|-------|-----------|-------|
| Period of shipment                                | Product 1 |       | Product 2 |       |
|   | Quantity  | Value | Quantity  | Value |
| <b>2009:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |
| October-December                                  |           |       |           |       |
| <b>2010:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |
| October-December                                  |           |       |           |       |
| <b>2011:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |
| October-December                                  |           |       |           |       |
| <b>2012:</b>                                      |           |       |           |       |
| January-March                                     |           |       |           |       |
| April-June  |           |       |           |       |
| July-September                                    |           |       |           |       |

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of silica bricks and shapes (*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 for silica bricks and shapes.**--

(a) What are your firm's typical sales terms for silica bricks and shapes imported from China?

| Net 30 days              | Net 60 days              | 2/10 net 30 days         | Other (specify) |
|--------------------------|--------------------------|--------------------------|-----------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                 |

(b) On what basis are your prices of imported silica bricks and shapes 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 silica bricks and shapes imported from China in 2011 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

| <u>Type of sale</u>   | <u>Share of 2011 sales</u> |
|---|----------------------------|
| <b>Long-term contracts</b> (multiple deliveries for more than 12 months)        | _____ %                    |
| <b>Short-term contracts</b> (multiple deliveries up to and including 12 months) | _____ %                    |
| <b>Spot sales</b> (for a single delivery)                                       | _____ %                    |
| <b>Total</b>  | <b>100 %</b>               |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-7. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for silica bricks and shapes from China (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

| <b>Typical sales contract provisions</b>         | <b>Item</b>           | <b>Short term contracts</b><br>(multiple deliveries up to and including 12 months) | <b>Long term contracts</b><br>(multiple deliveries for more than 12 months) |
|--|-----------------------|--|---|
| Average contract duration                        | <i>Number of days</i> |  |   |
| Price renegotiation (during the contract period) | <i>Yes</i>            | <input type="checkbox"/>   | <input type="checkbox"/>  |
|  | <i>No</i>             | <input type="checkbox"/>   | <input type="checkbox"/>  |
| Fixed quantity and/or price                      | <i>Quantity</i>       | <input type="checkbox"/>   | <input type="checkbox"/>  |
|  | <i>Price</i>          | <input type="checkbox"/>   | <input type="checkbox"/>  |
|  | <i>Both</i>           | <input type="checkbox"/>   | <input type="checkbox"/>  |
| Meet or release provision                        | <i>Yes</i>            | <input type="checkbox"/>   | <input type="checkbox"/>  |
|  | <i>No</i>             | <input type="checkbox"/>   | <input type="checkbox"/>  |
| Not applicable                                   |                       | <input type="checkbox"/>   | <input type="checkbox"/>  |

III-8. **Lead times.**--What is your share of sales of silica bricks and shapes imported from China both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of silica bricks and shapes?

| <u>Source</u>                         | <u>Share of 2011 sales</u> | <u>Lead time (days)</u> |
|---------------------------------------|----------------------------|-------------------------|
| From your U.S. inventory              | _____ %                    | _____                   |
| From foreign manufacturers' inventory | _____ %                    | _____                   |
| Produced to order                     | _____ %                    | _____                   |
| <b>Total</b>                          | <b>100 %</b>               |                         |

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of silica bricks and shapes imported from China that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) When you sell silica bricks and shapes imported from China, from where is it shipped?  
 Point of importation  Storage facility  (*check one*)
- (d) Indicate the approximate percentage of your sales of silica bricks and shapes imported from China that are delivered the following distances from your U.S. point of shipment.

| <b>Distance from your U.S. point of shipment</b> | <b>Share</b> |
|--|--------------|
| Within 100 miles                                 | %            |
| 101 to 1,000 miles                               | %            |
| Over 1,000 miles                                 | %            |
| <b>Total</b>                                     | <b>100</b> % |

III-10. **Geographical shipments**--- Please estimate the share of your firms' U.S. shipments of silica bricks and shapes imported from any source by geographic market area in the United States in 2011?

| <b>Geographic area</b>   | <b>Est. Share of U.S. shipments in 2011 (percent)</b> |
|--|---|
| <b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.   |   |
| <b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.   |   |
| <b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.   |   |
| <b>Central Southwest.</b> —AR, LA, OK, and TX.   |   |
| <b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.   |   |
| <b>Pacific Coast.</b> —CA, OR, and WA.   |   |
| <b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others. |   |
| <b>TOTAL</b>   | 100%  |



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-11. **End uses**--Describe the end uses of the silica bricks and shapes that you import from China. For each end-use product, what percentage of the total cost is accounted for by silica bricks and shapes and other inputs?

| End use product | Share of total cost of end use product accounted for by |                        | Total |
|-----------------|---|------------------------|-------|
|                 | Silica bricks and shapes (percent)                      | Other inputs (percent) |       |
|                 | %   | %                      | 100%  |
|                 | %   | %                      | 100%  |
|                 | %   | %                      | 100%  |

III-12. **Substitutes**-- Can other products be substituted for silica bricks and shapes?

No                       Yes--Please fill out the table.

| Substitute | End use in which this substitute is used | Have changes in the prices of this substitute affected the price for silica bricks and shapes? |                          |             |
|------------|--|--|--------------------------|-------------|
|            |  | No   | Yes                      | Explanation |
| 1.         |  | <input type="checkbox"/>   | <input type="checkbox"/> |             |
| 2.         |  | <input type="checkbox"/>   | <input type="checkbox"/> |             |
| 3.         |  | <input type="checkbox"/>   | <input type="checkbox"/> |             |

III-13. **Demand trends**-- Indicate how demand within the United States and outside of the United States (if known) for silica bricks and shapes has changed since January 1, 2009. Describe the principal factors that have affected these changes in demand.

| Market                           | Increase                 | No change                | Decrease                 | Fluctuate                | Factors |
|----------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------|
| <b>Within the United States</b>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |         |
| <b>Outside the United States</b> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |         |

**PART III.--PRICING AND RELATED INFORMATION**

III-14. **Product changes.**--Have there been any significant changes in the product mix or marketing of silica bricks and shapes since January 1, 2009?

No             Yes-- Please describe.

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III-15. **Business cycles.**--

(a) Is the silica bricks and shapes market subject to business cycles or conditions of competition (including seasonal business) distinctive to silica bricks and shapes?

No (skip to question III-16.)             Yes-- Please describe and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for silica bricks and shapes since January 1, 2009?

No             Yes-- Please describe.

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III-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply silica bricks and shapes since January 1, 2009 (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, been unable to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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**PART III.--PRICING AND RELATED INFORMATION**

III-17. **Raw materials.**—

- (a) To what extent have changes in the prices of raw materials affected your firm's selling prices for silica bricks and shapes since 2009?

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- (b) Do you anticipate changes in your raw material costs in the foreseeable future?

No       Yes—Please explain.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-19. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between silica bricks and shapes produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

| Country-pair   | China | Czech Republic | Mexico | United Kingdom | Other countries |
|----------------|-------|----------------|--------|----------------|-----------------|
| United States  |       |                |        |                |                 |
| China          |       |                |        |                |                 |
| Czech Republic |       |                |        |                |                 |
| Mexico         |       |                |        |                |                 |
| United Kingdom |       |                |        |                |                 |

For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of silica bricks and shapes, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-20. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for silica bricks and shapes since January 1, 2009. Indicate the share of the quantity of your firm's total shipments of silica bricks and shapes that each of these customers accounted for in 2011.

| Customer's name | Contact person | Email | Telephone | Street address (not P.O. box), city, state, and zip code     | Share of 2011 sales (%) |
|-----------------|----------------|-------|-----------|--|-------------------------|
| 1               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 2               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 3               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 4               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 5               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 6               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 7               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 8               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 9               |                |       |           | Street Address<br>City        '        State        Zip Code |                         |
| 10              |                |       |           | Street Address<br>City        '        State        Zip Code |                         |