

PURCHASERS' 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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248).

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

Has your firm purchased **barium carbonate** (as defined in the instruction booklet) from any source (domestic or foreign) 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 15 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 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>
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of barium carbonate?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of barium carbonate. Report based on delivery date, not order date.

<i>(Quantity in short tons, value in \$1,000)¹</i>				
Item	2000	2001	2002	Jan.-Mar. 2003
<i>Granular barium carbonate²</i>				
PURCHASES OF U.S.-PRODUCED PRODUCT:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF CHINESE-PRODUCED PRODUCT:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:³				
<i>Quantity</i>				
<i>Value</i>				
<i>Powdered barium carbonate⁴</i>				
PURCHASES OF U.S.-PRODUCED PRODUCT:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF CHINESE-PRODUCED PRODUCT:				
<i>Quantity</i>				
<i>Value</i>				
PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:³				
<i>Quantity</i>				
<i>Value</i>				
<p>¹ Net value, i.e., gross purchase value less all discounts, allowances, rebates, and the value of returned goods, delivered to your U.S. receiving point.</p> <p>² Please indicate whether the granular barium carbonate you purchased was calcined; compacted (compressed); or both of these, for each country. (If you purchased both types, please indicate the shares (in percent) of your total purchases of granular barium carbonate accounted for by each.) _____</p> <p>_____</p> <p>³ Please identify these countries: _____</p> <p>⁴ Please indicate whether the powdered barium carbonate you purchased was free-flowing, such as Micro-Flo™, for each country. (If you purchased free-flowing barium carbonate, please indicate its share (in percent) of your total purchases of powdered barium carbonate.) _____</p>				

II-2. If the relative shares of your firm's total purchases of barium carbonate from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased barium carbonate from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-1. Which of the following best describes your firm as a purchaser of barium carbonate (check all that apply, noting the specific end uses if known)?

- Glass manufacturer (_____)
- Brick manufacturer (_____)
- Tile manufacturer (_____)
- Distributor (_____)
- Other (_____)
- Unknown (_____)

III-2. If your firm is a distributor or reseller of barium carbonate, what are the major types of consumers to which you sell barium carbonate?

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-3. List, in order of quantity of barium carbonate consumed, the top 5 end-use products for which your firm purchases barium carbonate as a component part or material input. Please indicate what percentage of the total cost is accounted for by barium carbonate.

<u>End use product</u>	<u>Percent of cost accounted for by barium carbonate</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. If your firm is an end user of barium carbonate, has the demand for your firm's final products incorporating barium carbonate changed since January 1, 2000?

No Yes--Please indicate the direction of change and identify the major factors that have contributed to this change. Describe the ways in which this change has affected your firm's purchases of barium carbonate.

III-5. Are there other products that could be substituted for barium carbonate in its end uses?

No Yes--Please identify such substitutes. If multiple end uses exist for barium carbonate, please discuss potential substitutes for each of the end uses.

III-6. Since January 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for barium carbonate? Have changes in these relative prices caused your firm to shift purchases from barium carbonate to the substitute products or vice versa?

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-7. Do you compete for sales to your customers with the manufacturers or importers from which you purchase barium carbonate?

III-8. Are you aware whether the barium carbonate you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-9. Do you know the manufacturer of the barium carbonate that you purchase?

Always Usually Sometimes Never

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the barium carbonate you supply them?

Always Usually Sometimes Never

III-11. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-12. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

III-13. How many suppliers do you generally contact before making a purchase?

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-14. How frequently do you change suppliers?

III-15. If you have changed suppliers within the last 3 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

III-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

No

Yes--Please identify the firms and indicate how you become aware of them.

III-17. What factors and characteristics does your firm consider when determining the quality of a supplier's barium carbonate?

III-18. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase barium carbonate for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-19. How often does your firm purchase the barium carbonate that is offered at the lowest price?

- Always
- Usually
- Sometimes
- Never

III-20. Generally, when you make a purchase does your supplier set the terms, or are terms negotiable?

- Supplier sets
- Negotiable

III-21. Please list the names of any firms you considered price leaders in the barium carbonate market during January 2000-March 2003. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-22. Please describe how the above firm(s) exhibited price leadership.

III-23. Since 2000, how frequently has the price of the barium carbonate you are purchasing changed?

III-24. Of the total cost of the barium carbonate that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-25. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the barium carbonate they sell to your firm?

- No
- Yes--Approximately what percent of your firm's total 2002 purchases of barium carbonate required some form of certification or pre-qualification? _____ percent. Please answer the questions below.

(a) Briefly describe the qualification process.

(b) If applicable, please discuss whether there are differences in the qualification process in your operations in the United States as compared to the process in your related companies in other countries. Does the qualification of barium carbonate from a particular source for use at one of your related companies operating abroad automatically ensure qualification of the same source for your operations in the United States? Please discuss.

(c) List the supplier(s) that are currently certified or prequalified by your firm.

(d) List the supplier(s) that your firm is currently trying to certify or prequalify.

(e) Do you intend to certify or prequalify Chinese barium carbonate in 2003?

- No
- Yes

If the answer is yes, please describe the progress of your qualification process to date.

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

(f) Briefly list the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

(g) Are there any limitations inherent in the Chinese barium carbonate that would preclude qualification by your firm?

No Yes– Identify and explain the limitations.

(h) Estimate the time it typically takes to qualify a new supplier. _____ months.

Does the qualification process vary by the country source of the material?

No Yes– Please discuss the reasons for any differences in the time required, especially with regard to product from China.

Does the qualification process vary by individual suppliers?

No Yes– Please discuss the reasons for the differences in the time required.

(i) Are there any technical restrictions (e.g., patent, trademark) that limit the substitutability of barium carbonate so as to make it more difficult to qualify new suppliers?

No Yes– Please identify the technical restrictions and explain.

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-26. Since January 1, 2000, have any domestic or foreign producers ever failed in their attempts to qualify their barium carbonate with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

III-27. Does your firm purchase barium carbonate over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total purchases of barium carbonate in 2002 accounted for by internet purchases.

III-28. Please provide the following information with respect to your each of your firm's current contracts for barium carbonate.

	Supplier	Initial date of contract	Ending date of contract	Tonnage involved	Is there a meet-or-release clause? (Yes or No)	Has the meet-or-release clause ever been invoked?
1						
2						
3						

III-29. Has your firm ever commingled barium carbonate from more than one source?

- No Yes--Please describe.

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

If your response in Part III differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

III-30. Is it necessary to have special equipment to accommodate (Chemical Products Corp.'s) CPC's Micro-Flo™ product?

No Yes Don't know

III-31. Has your firm put in place equipment to accommodate CPC's Micro-Flo™ product?

No Yes—Please indicate date(s) and approximate cost.

III-32. Has your firm purchased CPC's Micro-Flo™ product?

No Yes— Indicate whether there is any imported product from China similar to CPC's Micro-Flo™ product that you would consider purchasing.

III-33. To what extent, if any, might imports of barium carbonate from China displace some or all of your purchases of domestically-produced barium carbonate?

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED BARIUM CARBONATE

If your response in Part IV differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

IV-1. Please indicate the countries of origin for barium carbonate for which your firm has actual marketing/pricing knowledge.

United States

China

Other countries (Please specify _____)

IV-2. Do the specifications of barium carbonate vary depending on the end use application?

No

Yes--Please list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

IV-3. Are imported and domestically produced barium carbonate used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

_____ vs _____ Yes No--Please explain below.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
BARIUM CARBONATE--Continued**

If your response in Part IV differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

IV-4. Do you or your customers ever specifically order barium carbonate from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why barium carbonate from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of barium carbonate available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-6. Please indicate whether prices of barium carbonate from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

- _____ Higher Same Lower priced than from _____
- _____ Higher Same Lower priced than from _____
- _____ Higher Same Lower priced than from _____

IV-7. If you purchased barium carbonate from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
BARIUM CARBONATE--Continued**

If your response in Part IV differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

IV-8. If you purchased imported barium carbonate during 2002, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced barium carbonate instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-9. Since January 1, 2000, have the prices of U.S.-produced barium carbonate generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)?

Increased (specify countries _____)

Decreased (specify countries _____)

Remained the same (specify countries _____)

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
BARIUM CARBONATE--Continued**

If your response in Part IV differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

IV-10. For the factors listed below, please rate how barium carbonate produced in each country you identified in your response to the first question in Part IV compares with barium carbonate produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to			_____
(specify country)				(specify country)
	SUPERIOR	COMPARABLE	INFERIOR	
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Minimum qty. requirements ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (specify):				
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
BARIUM CARBONATE--Continued**

If your response in Part IV differs depending on the form of barium carbonate purchased, please distinguish in your response between the forms.

IV-11. For the factors listed below, please rate each in terms of its importance in your purchase decision for barium carbonate.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty. requirements ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.--END-OF-PERIOD INVENTORIES OF BARIUM CARBONATE

V-1. **INVENTORIES**--Report your firm's end-of-period inventories of barium carbonate.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	December 31 of--			March 31 of--	
	2000	2001	2002	2002	2003
INVENTORIES:					
Granular barium carbonate:					
Calcined					
Compacted (compressed)					
Powdered barium carbonate:					
Free-flowing, such as CPC's Micro-Flo™					
Other than free-flowing					

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of barium carbonate purchased 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 purchases of barium carbonate that each of these suppliers accounted for in 2002.

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