

## U.S. PURCHASERS' QUESTIONNAIRE

### CERAMIC TILE FROM INDIA

This questionnaire must be received by the Commission by **DATE**  
See last page for instructions regarding how to file this questionnaire.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning ceramic tile from India (Inv. Nos. 701-TA-720 and 731-TA-1688 (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 Eric Sguazzin (202-205-3463, [Eric.Sguazzin@usitc.gov](mailto:Eric.Sguazzin@usitc.gov)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Website \_\_\_\_\_

Has your firm purchased, or imported for its own use or retail sale, ceramic tile (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2021?

☐ **NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)

☐ **YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the Commission's secure portal by clicking on the following link:  
<https://usitc.gov/qportal>. (PIN: **TILE**, Phase: **Final**). See last page for detailed instructions.

#### 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 submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

***Background.***-- This proceeding was instituted in response to a petition filed on April 19, 2024, by Coalition for Fair Trade in Ceramic Tile. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping. Pertinent information to this proceeding is available at:

Questionnaires: [https://usitc.gov/reports/active\\_import\\_injury\\_questionnaires](https://usitc.gov/reports/active_import_injury_questionnaires).

Other case information: <https://ids.usitc.gov/case/8192/investigation/8554>

***Ceramic tile products ("ceramic tile")*** covered by these investigations ("subject merchandise") is ceramic flooring tile, wall tile, paving tile, hearth tile, porcelain tile, mosaic tile, flags, finishing tile, and the like (hereinafter ceramic tile). Ceramic tiles are articles containing a mixture of minerals including clay (generally hydrous silicates of alumina or magnesium) that are fired so the raw materials are fused to produce a finished good that is less than 3.2 cm in actual thickness. All ceramic tile is subject to the scope regardless of end use, surface area, and weight, regardless of whether the tile is glazed or unglazed, regardless of the water absorption coefficient by weight, regardless of the extent of vitrification, and regardless of whether or not the tile is on a backing. Subject merchandise includes ceramic tile with decorative features that may in spots exceed 3.2 cm in thickness and includes ceramic tile "slabs" or "panels" (tiles that are larger than 1 meter<sup>2</sup> (11 ft.<sup>2</sup>)).

Subject merchandise includes ceramic tile that undergoes minor processing in a third country prior to importation into the United States. Similarly, subject merchandise includes ceramic tile produced that undergoes minor processing after importation into the United States. Such minor processing includes, but is not limited to, one or more of the following: Beveling, cutting, trimming, staining, painting, polishing, finishing, additional firing, or any other processing that would otherwise not remove the merchandise from the scope of the investigation if performed in the country of manufacture of the in-scope product.

Subject merchandise is provided for in the Harmonized Tariff Schedule of the United States (HTSUS) under the following subheadings of heading 6907: 6907.21.1005, 6907.21.1011, 6907.21.1051, 6907.21.2000, 6907.21.3000, 6907.21.4000, 6907.21.9011, 6907.21.9051, 6907.22.1005, 6907.22.1011, 6907.22.1051, 6907.22.2000, 6907.22.3000, 6907.22.4000, 6907.22.9011, 6907.22.9051, 6907.23.1005, 6907.23.1011, 6907.23.1051, 6907.23.2000, 6907.23.3000, 6907.23.4000, 6907.23.9011, 6907.23.9051, 6907.30.1005, 6907.30.1011, 6907.30.1051, 6907.30.2000, 6907.30.3000, 6907.30.4000, 6907.30.9011, 6907.30.9051, 6907.40.1005, 6907.40.1011, 6907.40.1051, 6907.40.2000, 6907.40.3000, 6907.40.4000, 6907.40.9011, and 6907.40.9051. Subject merchandise may also be provided for under subheadings of headings 6914 and 6905: 6914.10.8000, 6914.90.8000, 6905.10.0000, and 6905.90.0050. The HTSUS subheadings are provided for convenience and customs purposes only. The written description of the scope of this investigation is dispositive.

***Large non-mosaic tiles or panel/slab tiles***— Ceramic tiles with a facial surface area of size greater than or equal to 1 square meter (11 square feet).

***Small to medium non-mosaic tiles***— Ceramic tiles with a facial surface area of size less than 1 square meter (11 square feet).

**Mosaic tiles**— Porcelain or non-porcelain ceramic tile pieces; produced by either pressing or extruding; with a facial surface area not larger than 12 square inches (77.4 square centimeters); arranged with other mosaic tiles, either with or without pieces of non-ceramic materials (stone, glass, metal, etc.) in a decorative pattern; and mounted on a mesh backing in either sheets or strips.

**Rectified tiles**— Ceramic tiles with edges that are precisely cut or ground to create perfectly straight and uniform edges.

**Non-rectified tiles**— Ceramic tiles with edges not precisely cut or ground.

**Porcelain tiles**— Impervious ceramic tile with a water absorption coefficient not exceeding 0.5 percent by weight, as measured by the ASTM C373 test method, regardless of clay composition, surface texture, or whether unglazed or glazed.

**Non-porcelain tiles**— Ceramic tile with a water absorption coefficient exceeding 0.5 percent by weight, as measured by the ASTM C373 test method, regardless of clay composition, surface texture, or whether unglazed or glazed. as measured by the ASTM C373 test method, regardless of clay composition, surface texture, or whether unglazed or glazed.

**Polished tiles**— Ceramic tiles with the facial surface polished with a diamond disk to impart a gleaming texture.

**Non-polished tiles**— Ceramic tiles with other than polished facial surface textures (e.g., matted).

**Finishing tiles**— Accessory or fitting ceramic pieces, including bordering, capping, skirting, frieze, angle, corner, decorative inserts, and other shapes; non-flat or 3-dimensional, with or without rounded edges, that match the edges of flat ceramic tiles, including usually the same surface shade of finish.

**Purchaser**.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing ceramic tile from another firm that produces, imports, or otherwise distributes ceramic tile.

**Reporting of information**.--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality**.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification**.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

**Release of information.**--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

- I-1. **Reporting requirements.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire for use by the Office of Management and Budget.

Hours	Dollars

Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please provide such comments to the Office of Investigations, [import\\_injury@usitc.gov](mailto:import_injury@usitc.gov).

- I-2a. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single response.**

**"Establishment"**--Each facility of a firm involved in the purchase of ceramic tile, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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- I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

- I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, having filed an entry of appearance, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

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

☐ No                      ☐ Yes--List the following information, relating to the ultimate parent/owner.

<b>Firm name</b>	<b>Country</b>	<b>Extent of ownership (percent)</b>

I-4. **Related producers/importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that produce ceramic tile, import ceramic tile into the United States, or export ceramic tile to the United States?

***"Related firm"*** --A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

☐ No                      ☐ Yes--List the following information.

<b>Firm name</b>	<b>Type (i.e., producer, exporter, importer)</b>	<b>Country</b>	<b>Affiliation</b>

**PART II.--PURCHASES**

**Contact information.**--Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	

II-1. **Purchases and imports.**--Report separately your firm's domestic purchases and imports of ceramic tile.

**"Purchase"** – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

**"Import"** – Purchase directly from a foreign supplier and your firm is the importer of record.

	2021	2022	2023	January— September 2024
Item	Quantity (in thousands of square feet)			
<b>Purchases of ceramic tile produced in—</b>				
United States				
India, Antiqua				
India, Win-Tel				
India, All others				
Brazil				
Italy				
Mexico				
Spain				
All other countries <sup>1</sup>				
Sources unknown <sup>2</sup>				
Total purchases	0	0	0	0





**II-3. Purchasing subject imports rather than domestic products.—**

- (a) Since January 1, 2021, did your firm import and/or purchase imports of ceramic tile from India instead of purchasing U.S.-produced ceramic tile?

<b>Source</b>	<b>Yes (also respond to parts (b) and (c))</b>	<b>No (If “No”, skip to next question)</b>
India, Antiqua	<input type="checkbox"/>	<input type="checkbox"/>
India, Win-Tel	<input type="checkbox"/>	<input type="checkbox"/>
India, All others	<input type="checkbox"/>	<input type="checkbox"/>

- (b) If you responded “Yes” to part (a), was the imported product priced lower than the domestic product?

<b>Source</b>	<b>Yes</b>	<b>No</b>
India, Antiqua	<input type="checkbox"/>	<input type="checkbox"/>
India, Win-Tel	<input type="checkbox"/>	<input type="checkbox"/>
India, All others	<input type="checkbox"/>	<input type="checkbox"/>

- (c) If you responded “Yes” to part (a), was price a primary reason for importing and/or purchasing subject imports rather than domestic product?

<b>Source</b>	<b>Yes</b>	<b>If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 1, 2021 (In thousands of square feet)</b>	<b>No</b>	<b>If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product</b>
India, Antiqua	<input type="checkbox"/>		<input type="checkbox"/>	
India, Win-Tel	<input type="checkbox"/>		<input type="checkbox"/>	
India, All others	<input type="checkbox"/>		<input type="checkbox"/>	
If the quantity reported above exceeds the total quantity reported in II-1, please explain.				

**II-4. U.S. producers and import competition.—**

- (a) Since January 1, 2021, in connection with a sale or offer to sell ceramic tile to your firm, did U.S. producers reduce their prices of domestically produced ceramic tile in order to compete with lower-priced imports of ceramic tile from the subject sources?

<b>Source</b>	<b>Yes (also respond to question part (b))</b>	<b>No (If “No”, skip to next question)</b>	<b>Don’t know</b>
India, Antiqua	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India, Win-Tel			
India, All others			

- (b) If your firm responded “yes”, please provide an estimate of the reduction in U.S. producers’ prices and any additional explanations.

<b>Source</b>	<b>Estimated reduction in U.S. prices (percent)</b>	<b>Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors</b>
India, Antiqua	%	
India, Win-Tel		
India, All others		

- II-5. **Country knowledge.**--Please indicate whether your firm has experience or is otherwise familiar with ceramic tile produced in the following sources.

United States	India	Brazil	Italy	Mexico	Spain	Other countries	Other countries (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- II-6. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for ceramic tile since January 1, 2021, by quantity. Also, provide the share of the quantity of your firm's total purchases of ceramic tile that each of these suppliers accounted for in 2023.

No.	Supplier's name	City and state	Share of quantity of 2023 purchases
1			%
2			%
3			%
4			%
5			%

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

- III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of ceramic tile (check all that apply)?

Big box/home center retailer	Other retailer	Contractor/builder	Distributor/wholesaler	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is a distributor of ceramic tile, please answer questions III-2 and III-3.*

- III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases ceramic tile?

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

- III-3. **Types of customers.**--What are the major types of customers to which your firm sells ceramic tile?

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*If your firm is an end user of ceramic tile, please answer questions III-4 and III-5.*

- III-4. **End uses.**--List the top 3 products your firm makes using ceramic tile and estimate the percent of your total production cost that is accounted for by ceramic tile and by other inputs (such as labor, energy, and other raw materials).

Product(s) your firm produces	Share of total cost in each of the product(s) your firm produces accounted for by				Total (should sum to 100.0% across)
	ceramic tile		Other inputs		
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %
	%	+	%	=	0.0 %

- III-5. **Demand for end-use products.**--

- (a) Has the demand for your firm's final products incorporating ceramic tile steadily decreased, fluctuated but ended lower, were constant, fluctuated but ended higher, or steadily increased since January 1, 2021?

Select one answer.

Steadily increased	Fluctuated up	Constant	Fluctuated down	Steadily decreased
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) Has this had any effect on your firm's demand for ceramic tile?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Substitutes.**--Can other products be substituted for ceramic tile?

☐ No ☐ Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the price of this substitute affected the price for ceramic tile?		
		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-7. **Demand trends.**-- Has demand within the United States and outside of the United States (if known) for ceramic tile steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2021? Explain any trends and describe the principal factors that have affected these changes in demand.

Select one box per row.

Market	Steadily increase	Fluctuate up	No change	Fluctuate down	Steadily decrease	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-8. **Source preferences.**-- Do you or your customers ever prefer to order ceramic tile produced in a specific country or countries over other possible sources of supply?

No	Yes	If yes, identify the sources and explain any preferences.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the share of your firm's total 2023 purchases of ceramic tile that required ceramic tile produced in the United States.

	Estimated share of your firm's total 2023 purchases of ceramic tile
<b>Purchases that did not require domestic product</b>	%
<b>Purchases that were required by law or regulation to be domestic product</b> (e.g., government purchases under "Buy American" provisions)	%
<b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>	%
<b>Purchases that were required to be domestic product for other reasons</b> (explain: _____)	%
<b>Total</b> (should sum to 100.0%)	0.0 %

- III-10. **Business cycles.**--Is the ceramic tile market subject to business cycles, either during the year or across years? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2021.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-11. **Conditions of competition.**--Is the ceramic tile market subject to conditions of competition distinctive to ceramic tile other than the business cycles described in the previous question? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2021.
<input type="checkbox"/>	<input type="checkbox"/>	

- III-12. **Decisions based on producer and country-of-origin.**-- How often does your firm, and if known, do your customers, make purchasing decisions involving ceramic tile based on its producer or country of origin?

Item	Always	Usually	Sometimes	Never	If at least sometimes, explain noting the producers and/or countries.
<b>Decision based on producer</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Decision based on country of origin</b>					
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- III-13. **Availability of supply.**--Has the availability of ceramic tile in the U.S. market changed since January 1, 2021?

Availability in the U.S. market	No	Yes	Please explain, noting the countries and reasons for the changes.
U.S.-produced product	<input type="checkbox"/>	<input type="checkbox"/>	
Subject imports	<input type="checkbox"/>	<input type="checkbox"/>	
Nonsubject imports	<input type="checkbox"/>	<input type="checkbox"/>	



**III-14. Supply constraints.—**

- (a) Has any firm refused, declined, or been unable to supply your firm with ceramic tile since January 1, 2021 (examples include placing customers on allocation or “controlled order entry,” declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?

<b>No - skip to III-15</b>	<b>Yes – respond to (b)</b>
<input type="checkbox"/>	<input type="checkbox"/>

- (b) For each year that your firm faced supply constraints, identify the source(s) of the constraint (U.S. producers, foreign producers and/or importers, or all), and describe the constraints with the details requested below.

<b>Period</b>	<b>Yes- U.S. producer</b>	<b>Yes- foreign producer or importer</b>	<b>Description: include the name of the supplier(s), country of origin of the ceramic tile, as well as the timing, duration, and reason for the constraint.</b>
2021	<input type="checkbox"/>	<input type="checkbox"/>	
2022	<input type="checkbox"/>	<input type="checkbox"/>	
2024	<input type="checkbox"/>	<input type="checkbox"/>	
January 1- April 19, 2024	<input type="checkbox"/>	<input type="checkbox"/>	
Since April 19, 2024	<input type="checkbox"/>	<input type="checkbox"/>	

**III-15. Availability of specific product types.—**

- (a) Are certain grades/types/sizes of ceramic tile only available from certain country sources with no equivalent product from U.S. producers?

<b>No</b>	<b>Yes</b>	<b>If yes, please identify the countries and the grades/types/sizes available only from those sources.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Are there certain grades/types/sizes of ceramic tile only available from certain country sources that are not available in sufficient quantities or qualities from U.S. producers?

<b>No</b>	<b>Yes</b>	<b>If yes, please identify the countries and the grades/types/sizes available only from those sources.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

**III-16. Purchasing frequency.--**

- (a) How frequently does your firm make purchases of ceramic tile (check one)?

<b>Daily</b>	<b>Weekly</b>	<b>Monthly</b>	<b>Quarterly</b>	<b>Annually</b>	<b>Other</b>	<b><i>If other, specify</i></b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Has this purchasing frequency changed since January 1, 2021?

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

III-17. **Raw material prices.**—

(a) Is your firm familiar with the prices for raw materials used in the production of ceramic tile?

<b>No</b>	<b>Yes – please answer (b)</b>
<input type="checkbox"/>	<input type="checkbox"/>

(b) Has information on raw material prices affected your firm's negotiations or contracts to purchase ceramic tile since January 1, 2021?

<b>No</b>	<b>Yes</b>	<b>Explain</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. **Number of suppliers contacted.**--How many suppliers of ceramic tile does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms

III-19. **Supplier negotiations.**--Do your firm's purchases of ceramic tile usually involve negotiations between your firm and suppliers of ceramic tile?

<b>No</b>	<b>Yes</b>	<b>If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2021?

<b>No</b>	<b>Yes</b>	<b>If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change.</b>
<input type="checkbox"/>	<input type="checkbox"/>	

III-21. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2021?

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

III-22. **Supplier certification.**--Do you require your suppliers to be or to become certified or qualified to sell ceramic tile to your firm?

If yes, provide the following information.

- The number of days required to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

No	Yes	Number of days	Certification/qualification process and factors considered
<input type="checkbox"/>	<input type="checkbox"/>		

III-23. **Failure to certify.**--Since January 1, 2021, have any domestic or foreign producers failed in their attempts to certify or qualify their ceramic tile with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these producers, the countries where they are located, and the reasons why they failed or lost the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-24. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase ceramic tile (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions: _____.	

III-25. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for ceramic tile.

Factor	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of polished tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of matte tile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of rectified tile	<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"/>
Innovative/trend-forward designs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Known or trusted brands	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Payment terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<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"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-26. **Quality characteristics.**--What characteristics does your firm consider when evaluating the quality of ceramic tile?

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- III-27. **Minimum quality.**--How often does ceramic tile from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Italy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spain	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-28. **Frequency of decisions based on price.**--How often does your firm purchase the ceramic tile that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- III-29. **Price leaders.**--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 is not necessarily the lowest-priced supplier.*

Please list the names of any firms you have considered price leaders in the ceramic tile market since January 1, 2021.

Firm(s)	Describe how the firm(s) exhibited price leadership

**PART IV.—PRODUCT COMPARISONS****IV-1. Interchangeability.—**

- (a) How often is ceramic tile produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

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

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

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

Country-pair	India	Other countries
United States		
India		
For any country-pair producing ceramic tile that is <i>sometimes</i> or <i>never</i> interchangeable, identify the country-pair and explain the factors that limit or preclude the interchangeable use of ceramic tile produced in the sources:		

- (b) Does your firm's response comparing India to US or India to All other sources differ based the tile being sourced from Antiqua, Win-Tell, vs all other suppliers in India from what you reported in part "a" of this question?

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

IV-2. **Factors other than price.**—

- (a) How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, etc.) between ceramic tile produced in the United States and in other countries a significant factor in your firm's purchases of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	India	Other countries
United States		
India		
<p>For any country-pair for which factors other than price are <i>always</i> or <i>frequently</i> a significant factor in your firm's sales of ceramic tile, identify the country-pair and the relevant factors other than price, and report the advantages or disadvantages imparted by such factors:</p>		

- (b) Does your firm's response comparing India to US or India to All other sources differ based the tile being sourced from Antiqua, Win-Tell, vs all other suppliers in India from what you reported in part "a" of this question?

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



IV-3. **Factor source comparisons.**—

- (a) For the factors listed below, please rate how ceramic tile produced in each source you identified in your response with which you are familiar, as reported in question II-5, compares with ceramic tile produced in each of the other sources with which you are familiar.

*If you are unfamiliar with the product from a particular source, please leave the boxes for those source comparisons blank.*

Factor	Product from <u>United States</u> compared to product from <u>India</u>			Product from <u>United States</u> compared to product from <u>Nonsubject countries</u>			Product from <u>India</u> compared to product from <u>Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<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"/>
Availability of polished tile	<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"/>
Availability of matte tile	<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"/>
Availability of rectified tile	<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"/>
Delivery terms	<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"/>
Delivery time	<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"/>
Discounts offered	<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"/>
Innovative/trend-forward designs	<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"/>
Known or trusted brands	<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"/>
Minimum quantity requirements	<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"/>
Packaging	<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"/>
Payment terms	<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"/>
Price	<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"/>
Product consistency	<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"/>
Product range	<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"/>
Quality meets industry standards	<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"/>
Quality exceeds industry standards	<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"/>
Reliability of supply	<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"/>
Technical support/service	<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"/>
U.S. transportation costs	<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"/>

<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first source generally has lower prices/U.S. transportation costs than the second source.

**IV-3. Factor source comparisons.—**

- (b) does your firm's response comparing India to US or India to All other sources differ based the tile being sourced from Antiqua, Win-Tell, vs all other suppliers in India from what you reported in part "a" of this question?

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

**PART V.—ADDITIONAL INFORMATION**

- V-1. **Other explanations.**--If your firm would like to further explain a response to any question for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

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# HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a “fillable” form in MS Word format on the Commission’s website at:

[https://usitc.gov/reports/active\\_import\\_injury\\_questionnaires](https://usitc.gov/reports/active_import_injury_questionnaires).

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

- **Upload via Commission’s secure submission portal.**— The questionnaire must be uploaded in two formats: (1) a Microsoft Word 97-2003 document; and (2) a PDF copy of the complete questionnaire with a signature on the first page. Please include any attachments at the end of the PDF (e.g., APO certification, additional comments, etc.).

**Web address:** <https://usitc.gov/qportal>      **Pin:** **TILE**      **Phase:** **Final**

- **E-mail.**— *E-mail the MS Word questionnaire to [Eric.Squazzin@usitc.gov](mailto:Eric.Squazzin@usitc.gov); include a PDF copy of the complete questionnaire with a signature on the first page. Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure submission portal and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm’s nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.*

**If your firm does not purchase this product**, please fill out page 1, print, sign, and submit a scanned PDF copy via the Commission’s secure submission portal or email.

**Parties to this proceeding.**— If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1802). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.