

Exhibits to Testimony
on Behalf of Eramet Marietta, Inc.

Silicomanganese from Brazil, China, and Ukraine
Inv. Nos. 731-TA-671-673 (Third Review)

U.S. International Trade Commission
Commission Hearing
September 5, 2012

Conditions of Competition

- Silicomanganese is a commodity product
- Silicomanganese from all sources is interchangeable
- Silicomanganese is sold on the basis of price
- The U.S. market is highly competitive
- Demand for silicomanganese is a derived demand
- Demand for silicomanganese is cyclical
- Demand for silicomanganese is price inelastic

Brazilian Exports of Silicomanganese (Quantity in short tons)

	2006	2007	2008	2009	2010	2011
Argentina	29,871	32,812	34,060	13,714	32,382	37,752
Netherlands	-	16,522	18,823	744	11,906	20,596
Peru	6,696	3,631	2,411	3,929	7,442	6,012
Colombia	2,874	841	238	89	-	2,798
Spain	248	-	1,981	1,979	-	2,176
Ecuador	-	276	-	1,012	2,411	1,756
Italy	3,395	2,865	238	387	446	1,250
Venezuela	3,968	-	3,736	-	-	565
Mexico	2,886	-	-	-	238	331
Paraguay	149	60	119	149	60	326
El Salvador	-	-	-	-	149	138
Chile	5,225	5,303	3,155	833	-	89
Belgium	-	553	180	-	179	-
Canada	16,487	8,208	-	-	-	-
Croatia	814	-	-	-	-	-
Guatemala	1,394	1,673	507	254	-	-
Iran	-	-	110	-	-	-
Japan	-	-	66	-	337	-
Libya	-	-	-	1,131	-	-
Slovenia	559	-	-	178	-	-
Turkey	-	-	110	-	619	-
Uruguay	952	1,369	807	545	716	-
World	75,518	74,114	66,542	24,944	56,885	73,789

Source: UN Comtrade (HS 7202.30).

Ukraine Exports Very Large Quantities of Silicomanganese at Very Low AUVs (Quantity in short tons, value in \$US, AUV in \$/lb.)

	Quantity	Value	AUV
2006	922,978	\$475,944,028	\$0.26
2007	963,736	\$732,199,184	\$0.38
2008	694,921	\$1,080,018,910	\$0.78
2009	617,321	\$428,042,772	\$0.35
2010	810,003	\$735,312,528	\$0.45
2011	720,520	\$609,299,439	\$0.42

Source: UN Comtrade (HS 7202.30).

Crude Steel Production

	Jan.-June 2011	Jan.-June 2012	Percent change
United States	42,686	46,257	+8.4%
Brazil	17,828	17,390	-2.5%
South America	24,469	23,623	-3.5%
EU 27	93,181	88,934	-4.6%
World Steel Production	760,628	765,883	0.7%

Source: World Steel Association.