

U.S. PRODUCERS' QUESTIONNAIRE

SILICOMANGANESE FROM INDIA, KAZAKHSTAN, AND VENEZUELA

This questionnaire must be received by the Commission by no later than May 17, 2013

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 review of the antidumping duty orders concerning silicomanganese from India, Kazakhstan, and Venezuela (Inv. Nos. 731-TA-929-931 (Second Review)). 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 produced silicomanganese (as defined in the instruction booklet) at any time since January 1, 2007?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (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> <p>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: SIMN)</p>

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 or reviews 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.

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ Email address
	_____ Fax:	

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 50 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. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for silicomanganese from the following countries?

India	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Kazakhstan	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Venezuela	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing silicomanganese from India, Kazakhstan, and Venezuela into the United States or that are engaged in exporting silicomanganese from India, Kazakhstan, and Venezuela to the United States?

No Yes--List the following information.

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

I-6. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing silicomanganese from countries other than India, Kazakhstan, and Venezuela into the United States or that are engaged in exporting silicomanganese from countries other than India, Kazakhstan, and Venezuela to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of silicomanganese?

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for silicomanganese?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, angela.newell@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 production of silicomanganese since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant 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. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of silicomanganese in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. Include in your response a specific projection of your firm's capacity to produce silicomanganese (*in short tons*) for 2013 and 2014.

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of silicomanganese in the future if the antidumping duty orders on silicomanganese from India, Kazakhstan, and Venezuela were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. Include in your response a specific projection of your firm's capacity to produce silicomanganese (*in short tons*) for 2013 and 2014.

II-5. **Technology changes.**—Have there been any significant changes in the technologies available for the production of silicomanganese since the initial imposition of the antidumping duty orders?

- No Yes—Please describe.

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

II-6. **Furnace count and specs.**—Please detail your firms' furnaces and their specifications used in production of silicomanganese in the United States.

	Location (City, State)	Short description of furnace specifications (and if not operated throughout the period of review a discussion of the periods operated)	Dedicated to SiMn production (check = yes)	Year purchased, installed, or acquired (year)
1.			<input type="checkbox"/>	
2.			<input type="checkbox"/>	
3.			<input type="checkbox"/>	
4.			<input type="checkbox"/>	
5.			<input type="checkbox"/>	
6.			<input type="checkbox"/>	
7.			<input type="checkbox"/>	
8.			<input type="checkbox"/>	

More than eight.--Check here if your firm operated more than eight furnaces in the production of silicomanganese in the United States since January 1, 2007, and please provide the same information as requested in the above grid for those additional furnaces as an attachment to your firm's response to this questionnaire.

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

II-7. **Product shifting.**—Please provide answers to each of the following questions relating to your firm's ability to shift production between silicomanganese and other products.

- (a) In relation to those furnaces (reported in question II-6 above) not dedicated 100 percent to the production of silicomanganese, please provide the following information on the other products produced in those furnaces (if more than four products, list the largest).

Product(s)	Costs and timeframes involved in switching production to/from SiMn	Est. share of furnace fleet's production time dedicated to product ¹ (share)
1. Ferromanganese	_____ _____	
2. Ferrosilicon	_____ _____	
3.	_____ _____	
4.	_____ _____	

¹ Provide an estimated share here that represents how much of the annual average total production hours of the all the furnaces reported in question II-6 (a.k.a., furnace fleet) relates to the production of the listed product in a given year. For example, report 25 percent of ferromanganese if in a year 500 hours are dedicated to ferromanganese and 1500 dedicated to silicomanganese.

Additional discussion: _____

- (b) In relation to those furnaces (reported in question II-6 above) dedicated 100 percent to the production of silicomanganese since January 1, 2007, could these furnaces be converted to the production of products other than silicomanganese?

No Yes.--And at what cost/time constraint?

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

II-7. Product shifting--Continued

(c) Does your firm own or operate furnaces not reported in question II-6 at all (*i.e.*, not involved in silicomanganese production during the period) that could be converted to the production of silicomanganese?

No

Yes.--And at what cost/time constraint?

II-8. **Overall capacity.**—Based on your firm's typical silicomanganese operations (*i.e.*, typical hours per week and weeks per year) and in relation to only those furnaces actually used to produce silicomanganese at any time since January 1, 2007 (*i.e.*, reported in question II-6 and not those discussed in II-7c), please report the following information.

(Quantity in short tons)								
Item	Year						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
Overall Production Capacity¹								
Production of:								
Silicomanganese								
Ferromanganese								
Ferrosilicon								
Other product 3 (from Q II-7a)								
Other product 4 (from Q II-7a)								
All other products ²								
¹ The overall production capacity reported here relates to operating your firm's furnaces used in the production of silicomanganese (as reported in question II-6) _____ hours per week and _____ weeks per year, and indicate how the overall production capacity quantity figure was arrived at: <hr/> <hr/>								
² All other products: _____ <hr/>								

II-9. **Constraints on production**--Please describe the constraint(s) that set the limit(s) on your production capacity.

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

II-10. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of silicomanganese in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)								
Item	Calendar year						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
Average production capacity¹ (quantity) (A)								
Beginning-of-period inventories (quantity) (B)								
Production (quantity) (C)								
U.S. shipments:								
Commercial shipments:								
quantity (D)								
value (E)								
Internal consumption:²								
quantity (F)								
value (G)								
Transfers to related firms:²								
quantity (H)								
value (I)								
Export shipments:³								
quantity (J)								
value (K)								
End-of-period inventories (quantity) (L)								
Channels of distribution:								
U.S. shipments to distributors (quantity) (M)								
U.S. shipments to end users (quantity) (N)								
Employment data:								
Average number of PRWs (number) (O)								
Hours worked by PRWs (1,000 hours) (P)								
Wages paid to PRWs (value) (Q)								
<p>¹ If your firm produces more than just silicomanganese on its furnaces (i.e., production of silicomanganese does not equal the totality of all production as reported in question II-8), on what basis did your firm allocate overall capacity (reported in question II-7) to the average production capacity reported here (e.g., share of production, hours dedicated, other...)?</p> <hr/> <hr/>								
<p>² Are values of internal consumption shipments (line G) and transfer shipments (line I) reported at fair market value pursuant to Commission instruction? <input type="checkbox"/> Yes <input type="checkbox"/> No In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide the specific formula or methodology for arriving at the value data reported in those lines.</p> <hr/> <hr/>								
<p>³ Identify your principal export markets and a percentage approximation of their share of your firm's total export shipments reported (i.e., Canada approx. 60 percent, Mexico approx. 25 percent, rest UK, Germany and Italy):</p> <hr/> <hr/>								

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

II-11. Reconciliation of trade data.--

(a) Please note that the quantities reported in question II-10 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D + F + H = M + N$

Do these data reconcile? Yes No--Please explain _____

(b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line L of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

II-12. **Transfers to related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-13. **Toll production.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of silicomanganese?

No Yes--Name firm(s): _____.

II-14. **FTZ.**--Does your firm produce silicomanganese in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-15. **Direct imports.**--Since January 1, 2007, has your firm imported silicomanganese from any source?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-16. **Purchases.**--Other than direct imports, has your firm otherwise purchased silicomanganese since January 1, 2007? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

(Quantity in short tons, value in \$1,000)								
Item	Calendar year						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
PURCHASES FROM U.S. SUPPLIER¹ OF IMPORTED SILICOMANGANESE FROM.— India: <i>quantity</i>								
<i>value</i>								
Kazakhstan: <i>quantity</i>								
<i>value</i>								
Venezuela: <i>quantity</i>								
<i>value</i>								
All other countries: <i>quantity</i>								
<i>value</i>								
PURCHASES FROM DOMESTIC PRODUCERS:² <i>quantity</i>								
<i>value</i>								
PURCHASES FROM OTHER SOURCES FOR WHICH COUNTRY OF ORIGIN IS UNKNOWN:³ <i>quantity</i>								
<i>Value</i>								
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____								
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____								
³ Please list the name of the other sources from which you purchased this product. _____ _____								

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

For questions II-17 and II-18, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-17. **Effect of orders.**--Describe the significance of the existing antidumping duty orders covering imports of silicomanganese from India, Kazakhstan, and Venezuela in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

II-18. **Likely effect of revocation of the orders.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of silicomanganese in the future if the antidumping duty orders on silicomanganese from India, Kazakhstan, and Venezuela were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, Justin.jee@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	

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include silicomanganese:

2. Does your firm prepare profit/loss statements for silicomanganese:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.

Audited, unaudited, annual reports, 10Ks, 10 Qs,

Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes silicomanganese, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced silicomanganese, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %
_____	_____ %

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of silicomanganese from any related firms?

Yes--Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of silicomanganese that your firm purchases from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No--Please contact Justin Jee (202-205-3186, Justin.jee@usitc.gov).

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on silicomanganese.--Report the revenue and related cost information requested below on the silicomanganese operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)						
Item	Fiscal years ended--					
	2007	2008	2009	2010	2011	2012
Net sales quantities: ³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Raw materials						
Direct labor						
Other factory costs						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on silicomanganese.--Continued

Quantity (in short tons) and value (in \$1,000)		
Item	January-March 2012	January-March 2013
Net sales quantities: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values: ³		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (COGS): ⁴		
Raw materials		
Direct labor		
Other factory costs		
Total COGS		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		
<p>¹ Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.</p> <p>² Please <u>eliminate any profits or (losses) on inputs from related firms</u> pursuant question III-8.</p> <p>³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.</p> <p>⁴ COGS should include <u>costs associated with CS, IC, and Transfers</u>, as well as export shipments in question II-8.</p>		

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of silicomanganese. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for silicomanganese in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	2007	2008	2009	2010	2011	2012
Total assets (net)						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on silicomanganese. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)								
Item	Fiscal years ended--						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
Capital expenditures								
Research and development expenses								

III-13. **Data consistency and reconciliation.**--Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year:

- Calendar year
- Fiscal year (specify _____)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-10 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-10?

- Yes
- No--Please explain _____

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Samantha Day (202-205-2088, Samantha.Day@usitc.gov)

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 IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-1. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2007 of the following products produced by your firm.

Product 1.—ASTM grade B bulk silicomanganese sold to steel producers under quarterly requirement contracts

Product 2.—ASTM grade B bulk silicomanganese sold to steel producers as spot sales

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 IV.--PRICING AND MARKET FACTORS--Continued

IV-1. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm. **Please note that value is requested in ACTUAL DOLLARS not \$1,000s dollars.**

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
2010:				
January-March				
April-June				
July-September				
October-December				
2011:				
January-March				
April-June				
July-September				
October-December				
2012:				
January-March				
April-June				
July-September				
October-December				
2013:				
January-March				

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

² 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of silicomanganese (*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"/>	

IV-3. **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"/>	

IV-4. **Pricing terms for silicomanganese.**--

(a) What are your firm's typical sales terms for its U.S.-produced silicomanganese?

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 U.S.-produced silicomanganese usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced silicomanganese in 2012 was 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 2012 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for silicomanganese (or check “not applicable” if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<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	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced silicomanganese?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-8. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of silicomanganese that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your customers' locations?
 your firm purchaser (*check one*)
- (c) Indicate the approximate percentage of your sales of silicomanganese that are delivered the following distances from your production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-9. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's silicomanganese? (check all that apply)

Geographic area	√ if applicable
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>
Other. --All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	<input type="checkbox"/>

IV-10. **End uses.**--List the end uses of the silicomanganese that you manufacture. For each end-use product, what percentage of the total cost is accounted for by silicomanganese and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Silicomanganese (percent)	Other inputs (percent)	
Steel (integrated mill)	%	%	100%
Steel (electric arc furnace)	%	%	100%
Other (specify): _____	%	%	100%

IV-11. **Changes in end uses.**--Have there been any changes in the end uses of silicomanganese since 2007? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-12. **Substitutes.**-- Can other products be substituted for silicomanganese?

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 silicomanganese?		
			No	Yes	Explanation
1.			<input type="checkbox"/>	<input type="checkbox"/>	
2.			<input type="checkbox"/>	<input type="checkbox"/>	
3.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for silicomanganese since 2007? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Raw materials.**—

(a) To what extent have changes in the prices of raw materials affected your firm's selling prices for silicomanganese since 2007?

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

No Yes—Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-15. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced silicomanganese in the U.S. market since 2007?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-16. **Availability of supply (U.S.-produced).**--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced silicomanganese in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please explain.

IV-17. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT silicomanganese (*i.e.*, silicomanganese imported from countries other than India, Kazakhstan, and Venezuela) changed since 2007?

- No Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-18. **Export constraints.**--Describe how easily your firm can shift its sales of silicomanganese between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would affect your firm's ability to shift silicomanganese between the U.S. and alternative country markets within a 12-month period.

IV-19. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of silicomanganese since 2007? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-20. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for silicomanganese has changed since January 1, 2007, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2007					
Within the United States	<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"/>	
Anticipated future demand					
Within the United States	<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"/>	

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-21. **Conditions of competition.--**

(a) Is the silicomanganese market subject to business cycles or conditions of competition (including seasonal business) distinctive to silicomanganese?

No (skip to question IV-22.) Yes-- Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for silicomanganese since January 1, 2007?

No Yes-- Please describe.

IV-22. **Price comparisons.--**Please compare market prices of silicomanganese in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-23. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss silicomanganese supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including India, Kazakhstan, and Venezuela, and (3) the world as a whole. Of particular interest are such data from 2007 to the present and forecasts for the future.

IV-24. **Barriers to trade.--**Are your exports of silicomanganese subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2007, or that are expected to occur in the future.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-25. **Interchangeability.**--Is silicomanganese 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 0 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

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

Country-pair	India	Kazakhstan	Venezuela	Other countries
United States				
India	X			
Kazakhstan	X	X		
Venezuela	X	X	X	
For any country-pair producing silicomanganese that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/>				

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-26. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between silicomanganese 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	India	Kazakhstan	Venezuela	Other countries
United States				
India	X			
Kazakhstan	X	X		
Venezuela	X	X	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of silicomanganese, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/>				