

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE
SILICON METAL FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than July 20, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning silicon metal from China (inv. No. 731-TA-472 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported silicon metal (as defined in the instruction booklet) at any time since January 1, 2000?

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

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review 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 review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

E-mail address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 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. 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. 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. 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-3a. Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's silicon metal during 2000-05.

I-3b. Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. end users/consumers of your firm's silicon metal during 2000-05.

I-4. In Parts II and III 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 future market conditions for silicon metal?

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

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce silicon metal in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Karen Taylor for copies of that questionnaire).

I-6. Does your firm or any related firm import or have any plans to import silicon metal into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Karen Taylor for copies of that questionnaire).

PART II.--TRADE AND RELATED INFORMATION

II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of silicon metal since 2000?

- No Yes--Supply details as to the time, nature, and significance of such changes.

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

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of silicon metal 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 silicon metal (in gross short tons) for 2006 and 2007.**

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of silicon metal in the future if the antidumping duty order on silicon metal from China 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.

II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of silicon metal in China in the future?

- No Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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

II-5. Describe the production technology used in the production of silicon metal in China and identify major production inputs. Also discuss any significant changes in production technology since 2000.

II-6. Has your firm since 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of silicon metal?

No Yes--List the following information and report your firm's combined production capacity and production of these products and silicon metal in the periods indicated.

| <u>Product</u> | <u>Period</u> | <u>Basis for allocation of capacity data</u> |
|----------------|---------------|--|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

| <i>(Quantity in gross short tons)</i> | | | | | | |
|--|------|------|------|------|------|------|
| Item | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
| AVERAGE PRODUCTION CAPACITY FOR ALL PRODUCTS | | | | | | |
| AVERAGE PRODUCTION CAPACITY FOR SILICON METAL | | | | | | |
| PRODUCTION OF ALL PRODUCTS | | | | | | |
| PRODUCTION OF SILICON METAL | | | | | | |

II-7. Has your firm since 2000 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce silicon metal?

No Yes--List the following information.

| <u>Product</u> | <u>Period</u> | <u>Basis for allocation of employment data</u> |
|----------------|---------------|--|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

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

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of silicon metal?

_____ Percent

II-10. Is your firm able to switch production between silicon metal and other products in response to a relative price change in the price of silicon metal vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from silicon metal.

II-11. Has your firm maintained any inventories of silicon metal in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above¹) since 2000?

No Yes--Report the quantity (in gross short tons) of such **end-of-period** inventories below.

2000 2001 2002 2003 2004 2005

¹ Such firms will report inventories in the Commission's importer or producer questionnaire.

PART II--TRADE AND RELATED INFORMATION--Continued

II-12. (a) Are your firm's exports of silicon metal subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

| Product | Country | Year imposed | Barrier (if tariff, give rate) |
|---------|---------|--------------|--------------------------------|
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |

(b) Are your firm's exports of silicon metal subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of investigation.

| Product | Country | Type of investigation |
|---------|---------|-----------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of silicon metal since June 1991. Please identify and discuss any reasons for developing these markets.

II-14. Describe the significance of the existing antidumping duty order covering imports of silicon metal from China in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of silicon metal in the future if the antidumping duty order on silicon metal from China 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 II.--TRADE AND RELATED INFORMATION--Continued

II-16. Please report production capacity, production, shipments, and inventories of silicon metal produced by your firm in China in **2000-05**.

| <i>(Quantity in gross short tons, value in 1,000 U.S. dollars)</i> | | | | | | |
|--|------|------|------|------|------|------|
| Item | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
| AVERAGE PRODUCTION CAPACITY¹ (quantity) | | | | | | |
| BEGINNING-OF-PERIOD INVENTORIES² (quantity) | | | | | | |
| PRODUCTION (quantity) | | | | | | |
| SHIPMENTS: | | | | | | |
| Home market: | | | | | | |
| Internal consumption/transfers (quantity) | | | | | | |
| Commercial shipments: Quantity | | | | | | |
| Value | | | | | | |
| Exports to-- | | | | | | |
| United States: Quantity | | | | | | |
| Value | | | | | | |
| All other export markets: European Union:³ Quantity | | | | | | |
| Value | | | | | | |
| Asia:⁴ Quantity | | | | | | |
| Value | | | | | | |
| Other:⁵ Quantity | | | | | | |
| Value | | | | | | |
| Subtotal, all other export markets: Quantity | | | | | | |
| Value | | | | | | |
| Total exports (quantity) | | | | | | |
| Total shipments (quantity) | | | | | | |
| END-OF-PERIOD INVENTORIES (quantity) | | | | | | |
| <p>¹ The production capacity (see definitions in instructions booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p>² Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p> <p>³ Identify principal <i>European Union</i> export markets. _____</p> <p>⁴ Identify principal <i>Asian</i> export markets. _____</p> <p>⁵ Identify principal <i>other</i> export markets. _____</p> | | | | | | |

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

II-17. Please provide a list of the furnaces at each of your manufacturing facilities in which silicon metal is produced. For each furnace, please indicate: (1) whether the furnace currently is operating or is idle; (2) the product or products currently produced in the furnace; (3) whether the furnace can be used to produce silicon metal (currently or after conversion); and (4) if capable of producing silicon metal, the annual silicon metal production capacity the furnace is capable of achieving.

PART III.--MARKET FACTORS

III-1. Approximately what share of your firm's sales of silicon metal to U.S. customers in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

| Type of sale | Share of sales (percent) |
|----------------------|--------------------------|
| Long-term contracts | |
| Short-term contracts | |
| Spot sales | |

III-2. If you sell to U.S. customers on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-3. If you sell to U.S. customers on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

PART III.--MARKET FACTORS--Continued

III-4. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of silicon metal?

| Source | Share of 2005 sales | Lead time |
|-------------------|---------------------|-----------|
| From inventory | | |
| Produced to order | | |
| Total | 100% | |

III-5. To what extent did changes in the prices of raw materials affect your firm's selling prices for silicon metal during January 2000-December 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-6. 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 China-produced silicon metal in the U.S. market since 2000?

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.

III-7. (a) Do you anticipate any changes in terms of the availability of China-produced silicon metal in the U.S. market in the future?

Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--MARKET FACTORS--Continued

III-8. Describe how easily your firm can shift its sales of silicon metal between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting silicon metal between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-9. Is the product range, product mix, or marketing of silicon metal in your home market significantly different from the product range, product mix, or marketing of silicon metal for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of silicon metal in your home market, for export to the United States, or for export to third-country markets since 2000?

No Yes--Please describe and quantify if possible.

III-10. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of silicon metal in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--MARKET FACTORS--Continued

III-11. (a) Please list in order of importance any products that may be substituted for silicon metal.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for silicon metal?

No Yes--To what degree do changes in their prices affect the price for silicon metal? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of silicon metal or final end use?

III-12. Have there been any changes in the number or types of products that can be substituted for silicon metal since 2000?

No Yes--Please explain.

III-13. Do you anticipate any changes in terms of the substitutability of other products for silicon metal in the future?

No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-14. Is the silicon metal produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's silicon metal sold to the United States and/or to third-country markets?

Yes No--Identify the market(s) and any differences in the products.

PART III.--MARKET FACTORS--Continued

III-15. Describe the end uses of the silicon metal that you manufacture and sell to your home market. If these end uses differ from those of the silicon metal you sell to the U.S. market or to third-country markets, explain.

III-16. Have there been any changes in the end uses of silicon metal since 2000?

No Yes--Please describe.

III-17. Do you anticipate any changes in terms of the end uses of silicon metal in the future?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--MARKET FACTORS--Continued

III-18. How has demand for silicon metal changed since 2000?

(a) Within your home market:

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

(b) In the United States:

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

(c) In any other export market: (please specify the market(s)) _____

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

PART III.--MARKET FACTORS--Continued

III-19. Do you anticipate any future changes in silicon metal demand?

(a) Within your home market:

No

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

(b) Within the U.S. market:

No

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

(c) In any other export market:

No

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-20. Please compare market prices of silicon metal in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-21. Describe briefly your home market for silicon metal, including the number of, and competition between, producers.

PART III.--MARKET FACTORS--Continued

III-22. Do you face competition from imports of silicon metal in your home market?

- No Yes--Please identify the country sources of any imports of silicon metal into your home market.

III-23. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss silicon metal supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil or China, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

III-24. In recent years, have there been any significant changes in the production process, the technologies used, and the raw materials employed in the production of silicon metal in the United States, Brazil, China and other countries? If so, please discuss. Are there any other technological changes of significance that has affected the industry? If so, please discuss.

III-25. Please discuss how conditions of competition for the industry have changed in recent years both in the United States, Brazil, China and other countries and indicate how these changes have affected your business and operations.

III-26. Does your firm export to the United States under the TIB (temporary importation under bond) program?

- No Yes--_____ % of your firm's exports to the United States between

2000 and 2005 under the TIB program.

III-27. Please indicate what the maximum impurity and other specifications are for the three grades of silicon metal that are within the scope of the investigation in the U.S. market. These are: (1) secondary aluminum grade, (2) primary aluminum grade, and (3) chemical grade. Have these specifications changed in recent years; if so, how?
