

IMPORTERS' QUESTIONNAIRE
SILICON METAL FROM BRAZIL AND 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 13, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigations concerning silicon metal from Brazil and China (inv. Nos. 731-TA-471 and 472 (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 imported silicon metal (as defined in the instruction booklet) from any country at any time since January 1, 2000?</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, sign the certification, and return the entire questionnaire to the Commission)</p>
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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 these reviews 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 these reviews 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 these reviews 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

Email 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 40 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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing silicon metal from Brazil or China into the United States or which are engaged in exporting silicon metal from Brazil or China to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing silicon metal from countries other than Brazil and China into the United States or which are engaged in exporting silicon metal from countries other than Brazil and China to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of silicon metal?

No Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on silicon metal. More than one answer may be applicable.

Importer of record
 Takes title to the imported product(s)

Consignee of the imported product(s)
 Customs broker or freight forwarder

I-8. If your firm is an importer of record of silicon metal but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-9. Please indicate whether your firm enters silicon metal into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes--list location(s):

Bonded warehouses No Yes--list location(s):

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation 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.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of silicon metal in the future if the antidumping duty orders on silicon metal from Brazil and China were to be revoked?

(a) from Brazil:

- 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.

(b) from China:

- 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-5. Has your firm imported or arranged for the importation of silicon metal from Brazil or China for delivery after December 31, 2005?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

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

II-6. If your firm also produces silicon metal in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

II-7. If you intend to increase the importation of silicon metal from Brazil or China in the future if the antidumping duty orders were to be revoked, to what extent (if any) would the increased imports from those countries replace your imports from nonsubject countries?

(a) from Brazil:

(b) from China:

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

II-8a. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of silicon metal imported by your firm during 2000-05. (See definitions in the instruction booklet.) **Report separately for Brazil for product produced by CBCC and RIMA; Brazil for product produced by all other producers; China; and for all other sources combined.** Photocopy as many pages as you need and check the correct box for the country and supplier for which you are reporting.

Check one: Brazil, CBCC¹ Brazil, RIMA² Brazil, from all other producers China
 All other sources combined³

(Quantity in gross short tons, value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
IMPORTS:⁴						
Temporary imports under bond⁵						
Quantity of imports						
Value of imports						
Other imports⁶						
Quantity of imports						
Value of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption/company transfers:						
Quantity of internal consumption/transfers						
Value ⁷ of internal consumption/transfers						
EXPORT SHIPMENTS:⁸						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES⁹ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
¹ CBCC is Companhia Brasileira Carbureto de Calcio. ² RIMA is RIMA Eletrometalurgica S.A. ³ Please identify these sources: _____ ⁴ Please identify the foreign producers, if known: _____ ⁵ Goods which were imported into the United States without payment of duty, by posting a bond to guarantee that they will be exported. These goods were not intended to be consumed in the United States. Examples of reasons for temporary importation under bond are for testing, inspection, to display a sample at a trade fair or other sales show; or to import merchandise and to further manufacture it and then export the finished product. ⁶ Goods imported for consumption in the United States. ⁷ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-04 below: ⁸ Identify your principal export markets: _____ ⁹ Reconciliation of data --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-8b. **IMPORTS OF PRODUCT PRODUCED IN BRAZIL BY CBCC AND RIMA IN 2001 AND 2002.**--Report your firm's imports and your firm's shipments of silicon metal produced by CBCC and RIMA and imported by your firm during January-June and July-December of 2001 and 2002. (See definitions in the instruction booklet.) **Photocopy this page as needed and check the correct box for the producer in Brazil for which you are reporting.**

Check one: CBCC RIMA

<i>(Quantity in gross short tons, value in \$1,000)</i>				
Item	2001		2002	
	Jan.-June	July-Dec.	Jan.-June	July-Dec.
IMPORTS:				
Quantity of imports				
Value of imports				
U.S. SHIPMENTS:				
Commercial shipments:				
Quantity of commercial shipments				
Value of commercial shipments				
Internal consumption/company transfers:				
Quantity of internal consumption/transfers				
Value ⁷ of internal consumption/transfers				

II-9. Describe the significance of the existing antidumping duty orders covering imports of silicon metal from Brazil and China in terms of their effects on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

(a) Imports from Brazil:

(b) Imports from China:

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

II-10. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of silicon metal in the future if the antidumping duty orders on silicon metal from Brazil and China were to be revoked?

(a) Order on Brazil:

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.

(b) Order on China:

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.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2000-December 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1. – For sales to primary aluminum producers–silicon metal that contains a minimum of 98.5% silicon, a maximum of 1.00% iron, a maximum of 0.07% calcium, and no restriction of the aluminum content.

Product 2. – For sales to secondary aluminum producers–silicon metal that contains a minimum of 98.0% silicon, a maximum of 1.00% iron, a maximum of 0.4% calcium, and no restriction of the aluminum content.

Product 3. – For sales to chemical manufacturers–silicon metal that contains a minimum of 98.5% silicon, a maximum of 0.65% iron, a maximum of 0.2% calcium, and a maximum of 0.35% aluminum.

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Check the correct boxes to indicate the product for which pricing is reported and the supplier (produced by CBCC or RIMA in Brazil, produced by others in Brazil, or produced in China).

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

Section III-A.--PRICE DATA--Continued

Check one: Brazil, CBCC ¹ Brazil, RIMA ² Brazil, all other producers China

Check one: Product 1 Product 2 Product 3

<i>(Quantity in short tons contained weight, value in dollars)</i>		
Period of shipment	Quantity	Value ³
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
¹ CBCC is Companhia Brasileira Carbureto de Calcio. ² RIMA is RIMA Eletrometalurgica S.A. ³ 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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of silicon metal (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. (a) What are your firm's typical sales terms for silicon metal imported from **Brazil** (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

(b) What are your firm's typical sales terms for silicon metal imported from **China** (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its silicon metal imported from Brazil or China 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)	
	Product from Brazil	Product from China
Long-term contracts		
Short-term contracts		
Spot sales		

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract. (Please specify separately for Brazil and China if appropriate).

(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.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract. (Please specify separately for Brazil and China if appropriate.)

- (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-B-7. What is the average lead time between a 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-B-8. (a) What is the approximate percentage of the total delivered cost of silicon metal that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's silicon metal?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National None/TIB exports
- Other (describe) _____

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-10. Describe the end uses of the silicon metal that you import from Brazil or China. For each end-use product, what percentage of the total cost is accounted for by silicon metal?

<u>End use</u>	<u>Share of total cost accounted for by silicon metal (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-11. Have there been any changes in the end uses of silicon metal since 2000?

No Yes--Please describe.

III-B-12. 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.

III-B-13. (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?

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-14. 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-B-15. 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-B-16. 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-B-17. 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 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.

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-18. (a) Do you anticipate any changes in terms of the availability of silicon metal imported from Brazil or China in the U.S. market in the future?

(1) from Brazil

Increase

No Change

Decrease

(2) from China

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.

(1) from Brazil

(2) from China

III-B-19. Has the availability of NONSUBJECT imported silicon metal changed since 2000?

No

Yes--Please explain.

III-B-20. 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 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.

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

Section III-B.--MARKET FACTORS

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of silicon metal since 2000?

No Yes--Please describe and quantify if possible.

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of silicon metal in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes--Please identify, including the time period.

III-B-23. (a) How has demand within the United States for silicon metal changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

(b) How has demand outside the United States for silicon metal changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand? (Please specify country(ies) involved.)

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

Section III-B.--MARKET FACTORS--Continued

III-B-24. (a) Do you anticipate any future changes in silicon metal demand in the United States?

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) Do you anticipate any future changes in silicon metal demand outside the United States?

No

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

III-B-25. Please compare market prices of silicon metal in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-B-26. 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.

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-27. Are your exports of silicon metal 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 2000, or that are expected to occur in the future.

III-B-28. 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?

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-29. Is silicon metal produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Brazil	China	Other countries
United States				
Brazil				
China				

¹ For any country-pair producing silicon metal which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between silicon metal produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Brazil	China	Other countries
United States				
Brazil				
Cnina				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of silicon metal, identify the country-pair and report the advantages or disadvantages imparted by such factors:
