

U.S. IMPORTERS' QUESTIONNAIRE

FERROSILICON FROM RUSSIA AND VENEZUELA

This questionnaire must be received by the Commission by no later than May 29, 2014

See the last page of this questionnaire for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning ferrosilicon from Russia and Venezuela (inv. No. 731-TA-1224-1225 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's 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 ferrosilicon (as defined on the next page) from any country at any time since January 1, 2011?</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 (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission).</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: FERR)</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 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

Background.

This proceeding was instituted in response to a petition filed on July 19, 2013, by Globe Specialty Metals, Inc., New York, NY; CC Metals and Alloys, LLC, Calvert City, KY, the United Steel, Paper and Forestry, Rubber, Manufacturing, Energy, Allied Industrial and Service Workers International Union; and the International Union, United Automobile, Aerospace and Agricultural Implement Workers of America.

Antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping.

Merchandise covered by these investigations.

Ferrosilicon covered by these investigations is all forms and sizes of ferrosilicon, regardless of grade, including ferrosilicon briquettes. Ferrosilicon is a ferroalloy containing by weight four percent or more iron, more than eight percent but not more than 96 percent silicon, three percent or less phosphorus, 30 percent or less manganese, less than three percent magnesium, and 10 percent or less any other element. The merchandise covered also includes product described as slag, if the product meets these specifications.

Ferrosilicon is currently classified under U.S. Harmonized Tariff Schedule ("HTS" subheadings 7202.21.1000, 7202.21.5000, 7202.21.7500, 7202.21.9000, 7202.29.0010, and 7202.29.0050. Although the HTS subheadings are provided for convenience and customs purposes, the written description of the merchandise is dispositive.

Service of questionnaire response(s).--In the event that your firm is a party to this proceeding, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

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

Verification.--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all of your files, worksheets, and supporting documents used in the preparation of the questionnaire response(s).

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

I-1. **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. We are also 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 firm's response or send them to the above address.

Hours	Dollars

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-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

"Establishment"--Each facility of a firm involved in the production, importation, and/or purchase of the subject product, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

No Yes--List the following information

Firm name	Address	Extent of ownership (percent)

I-4. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing ferrosilicon from Russia or Venezuela into the United States or that are engaged in exporting ferrosilicon from Russia or Venezuela to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of ferrosilicon?

No Yes--List the following information.

Firm name	Address	Affiliation

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on ferrosilicon. More than one answer may be applicable.

Importer of record	Takes title to the imported product(s)	Consignee of the imported products(s)	Customs broker or freight forwarder
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-7. **Consignee.**--If your firm is an importer of record of ferrosilicon but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Firm name	Address	Contact person and phone number

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters ferrosilicon into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

	No	Yes
Foreign trade zones	<input type="checkbox"/>	<input type="checkbox"/>
Bonded warehouses	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports ferrosilicon under the TIB (temporary importation under bond) program.

No Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408, chris.cassise@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. **Reasons for importing**--If your firm also produces ferrosilicon in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

II-3. **Changes in operations**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of ferrosilicon since January 1, 2011.

(check as many as appropriate) *(please describe)*

- office/warehouse openings..... _____
- office/warehouse closings _____
- relocations _____
- expansions..... _____
- acquisitions..... _____
- consolidations..... _____
- prolonged shutdowns or
production curtailments..... _____
- revised labor agreements..... _____
- other (*e.g.*, technology) _____

II-4. **Arranged imports.**--Has your firm arranged for the importation of ferrosilicon for delivery after March 31, 2014? Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

No Yes--Fill out the table below.

Country	Quantity (<i>in short tons</i>)
Russia	
Venezuela	

Definitions for Use in Questions II-5a, II-5b, II-6a, II-6b, II-7a, and II-7b

Ferrosilicon Products Definitions:

- (1) 75 percent Ferrosilicon: a ferrosilicon product that contains 74-79 percent silicon.
- (2) 50 percent Ferrosilicon: a ferrosilicon product that contains 47-51 percent silicon.
- (3) Other in-scope Ferrosilicon products: a ferrosilicon product that does not meet the requirements of products (1) and (2), above, yet is a ferrosilicon product within the scope of these investigations.

Ferrosilicon Grade Definitions:

Regular-grade ferrosilicon:

- (1) Regular ferrosilicon: a ferrosilicon product that contains over 0.50 but not over 1.50 percent aluminum

Other-grade ferrosilicon:

- (2) Low-aluminum: a ferrosilicon product that contains over 0.10 but not over 0.50 percent aluminum
- (3) High-purity: a ferrosilicon product that contains not over 0.10 percent aluminum and over 0.04 percent titanium
- (4) Low Titanium: a ferrosilicon product that contains not over 0.10 percent aluminum and 0.04 percent or less titanium
- (5) Foundry: a ferrosilicon product containing a minimum of 0.50 percent calcium and 0.75 percent or more but not more than 1.50 percent of aluminum.
- (6) Inoculant/supplemental element: a ferrosilicon product containing a controlled amount of one or more minor elements for the purpose of adding them to steel or foundry iron using ferrosilicon as the carrier.
- (7) Other: an in-scope ferrosilicon product that does not conform to definitions (1) through (6) above

Note: Reporting of data for the categories above should exclude any non-scope ferrosilicon products.
Excluded products are:

- (1) Magnesium ferrosilicon (i.e., more than 3% magnesium); and
- (2) Any ferrosilicon products that contain more than 3% phosphorous, more than 30% manganese, or more than 10% of any other element.

Products Not Within the Scope of These Investigations For Which Data is Being Collected:

- (1) Silicon Metal: a silicon alloy product containing a minimum of 96% silicon
- (2) Magnesium Ferrosilicon: a ferrosilicon product containing 40% to 50% silicon, and from 3.0% to 9.5% magnesium, and may also contain other elements such as calcium, aluminum, cerium, TRE, and lanthanum
- (3) Other Non-Scope Products: ferrosilicon products that fall outside the scope of this proceeding covered by items 1 to 6 in the "Grade" definitions above

II-5a. **IMPORTS FROM RUSSIA**.—Report your firm's imports of ferrosilicon imported from Russia by your firm during the specified periods.

"Imports" are defined as those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

"Import quantities" Quantities reported should be net of returns. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

"Import values" Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

U.S. Imports from RUSSIA

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
U.S. imports¹ of:					
75 percent Ferrosilicon					
Regular grade					
<i>Quantity</i>					
<i>Value</i>					
Low aluminum grade					
<i>Quantity</i>					
<i>Value</i>					
High-purity grade					
<i>Quantity</i>					
<i>Value</i>					
Low titanium grade					
<i>Quantity</i>					
<i>Value</i>					
Foundry grade					
<i>Quantity</i>					
<i>Value</i>					
Inoculant grade					
<i>Quantity</i>					
<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of 75 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
50 percent Ferrosilicon					
Regular grade					
<i>Quantity</i>					
<i>Value</i>					
Low aluminum grade					
<i>Quantity</i>					
<i>Value</i>					
High-purity grade					
<i>Quantity</i>					
<i>Value</i>					
Low titanium grade					
<i>Quantity</i>					
<i>Value</i>					
Foundry grade					
<i>Quantity</i>					
<i>Value</i>					
Inoculant grade					
<i>Quantity</i>					

<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of 50 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
Other in-scope ferrosilicon products _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of ferrosilicon (75, 50, and other in-scope products)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
Products not within the scope					
Silicon metal					
<i>Quantity</i>					
<i>Value</i>					
Magnesium ferrosilicon					
<i>Quantity</i>					
<i>Value</i>					
Other non-scope products					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of products not within the scope					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
Total U.S. imports (75, 50, other in-scope products, and products not within the scope)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
¹ Please identify the foreign producers: _____					

II-5b. **U.S. Commercial Shipments.**--Report your firm's U.S. commercial shipments of imported ferrosilicon from Russia during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments of ferrosilicon are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

“U.S. Commercial shipments” are defined as shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. The value of a reported U.S. commercial should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

U.S. Commercial Shipments of Russian Imports

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
U.S. commercial shipments of:					
75 percent Ferrosilicon ²					
Regular grade					
Quantity					
Value					
Low aluminum grade					
Quantity					
Value					
High-purity grade					
Quantity					
Value					
Low titanium grade					
Quantity					
Value					
Foundry grade					
Quantity					
Value					
Inoculant grade					
Quantity					
Value					
Other grade: _____					
Quantity					
Value					
Total U.S. commercial shipments of 75 percent ferrosilicon					
Quantity	0.0	0.0	0.0	0.0	0.0
Value	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
50 percent Ferrosilicon ²					
Regular grade					
Quantity					
Value					
Low aluminum grade					
Quantity					
Value					
High-purity grade					
Quantity					
Value					
Low titanium grade					
Quantity					
Value					
Foundry grade					
Quantity					
Value					
Inoculant grade					
Quantity					

<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. commercial shipments of 50 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
Other in-scope ferrosilicon products _____					
<i>Quantity</i>					
<i>Value</i>					
Total ferrosilicon (75, 50, and other in-scope products)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
Products not within the scope					
Silicon metal					
<i>Quantity</i>					
<i>Value</i>					
Magnesium ferrosilicon					
<i>Quantity</i>					
<i>Value</i>					
Other non-scope products					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. commercial shipments of products not within the scope					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
Total U.S. commercial shipments (75, 50, other in-scope products, and products not within the scope)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0

II-5c. **Internal and Export Shipments.**--Report your firm's transfers to related firms, internal consumption, and export shipments of imported ferrosilicon from Russia during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments of ferrosilicon are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

"Internal consumption" is defined as product consumed internally by your firm.

"Transfers to related firms" are defined as shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" is defined as a firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" are defined as shipments to destinations outside the United States, including shipments to related firms.

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
Transfers to related firms:					
Quantity					
Value					
Internal consumption:					
Quantity					
Value					
Export shipments:¹					
Quantity					
Value					
¹ Identify your firm's principal export markets: _____.					

II-5d. **Inventories.**--Report your firm's inventories of imported ferrosilicon from Russia during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

"End of period inventories" is defined as finished goods inventory, not raw materials or work in progress.

Quantity (in short tons)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
End-of-period inventories (quantity)					

II-5e. **Channels of Distribution.**--Report your firm's total U.S. commercial shipments of imported ferrosilicon from Russia, by channel of distribution from its U.S. establishment(s) during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

Item	Quantity (in short tons)				
	Calendar years			January-March	
	2011	2012	2013	2013	2014
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to steel producers (<i>quantity</i>)					
U.S. shipments to iron foundries (<i>quantity</i>)					
U.S. shipments to other end users (<i>quantity</i>)					
Total U.S. commercial shipments	0.0	0.0	0.0	0.0	0.0

II-6a. **IMPORTS FROM VENEZUELA.**--Report your firm's imports of ferrosilicon imported from Venezuela by your firm during the specified periods.

“Imports” are defined as those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

“Import quantities” Quantities reported should be net of returns. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

“Import values” Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

U.S. Imports from VENEZUELA

Quantity (in short tons of contained silicon) and value (in \$1,000)

Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
U.S. imports¹ of:					
75 percent Ferrosilicon					
Regular grade					
<i>Quantity</i>					
<i>Value</i>					
Low aluminum grade					
<i>Quantity</i>					
<i>Value</i>					
High-purity grade					
<i>Quantity</i>					
<i>Value</i>					
Low titanium grade					
<i>Quantity</i>					
<i>Value</i>					
Foundry grade					
<i>Quantity</i>					
<i>Value</i>					
Inoculant grade					
<i>Quantity</i>					
<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of 75 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
50 percent Ferrosilicon					
Regular grade					
<i>Quantity</i>					
<i>Value</i>					
Low aluminum grade					
<i>Quantity</i>					
<i>Value</i>					
High-purity grade					
<i>Quantity</i>					
<i>Value</i>					
Low titanium grade					
<i>Quantity</i>					
<i>Value</i>					
Foundry grade					
<i>Quantity</i>					
<i>Value</i>					
Inoculant grade					
<i>Quantity</i>					

<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of 50 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
Other in-scope ferrosilicon products _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of ferrosilicon (75, 50, and other in-scope products)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
Products not within the scope					
Silicon metal					
<i>Quantity</i>					
<i>Value</i>					
Magnesium ferrosilicon					
<i>Quantity</i>					
<i>Value</i>					
Other non-scope products					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of products not within the scope					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
Total U.S. imports (75, 50, other in-scope products, and products not within the scope)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
¹ Please identify the foreign producers: _____					

II-6b. **U.S. Commercial Shipments.**--Report your firm's U.S. commercial shipments of imported ferrosilicon from Venezuela during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments of ferrosilicon are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

“U.S. Commercial shipments” are defined as shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. The value of a reported U.S. commercial should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

U.S. Commercial Shipments of Venezuelan Imports

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
U.S. commercial shipments of:					
75 percent Ferrosilicon ²					
Regular grade					
Quantity					
Value					
Low aluminum grade					
Quantity					
Value					
High-purity grade					
Quantity					
Value					
Low titanium grade					
Quantity					
Value					
Foundry grade					
Quantity					
Value					
Inoculant grade					
Quantity					
Value					
Other grade: _____					
Quantity					
Value					
Total U.S. commercial shipments of 75 percent ferrosilicon					
Quantity	0.0	0.0	0.0	0.0	0.0
Value	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
50 percent Ferrosilicon ²					
Regular grade					
Quantity					
Value					
Low aluminum grade					
Quantity					
Value					
High-purity grade					
Quantity					
Value					
Low titanium grade					
Quantity					
Value					
Foundry grade					
Quantity					
Value					
Inoculant grade					
Quantity					

<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. commercial shipments of 50 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
Other in-scope ferrosilicon products _____					
<i>Quantity</i>					
<i>Value</i>					
Total ferrosilicon (75, 50, and other in-scope products)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
Products not within the scope					
Silicon metal					
<i>Quantity</i>					
<i>Value</i>					
Magnesium ferrosilicon					
<i>Quantity</i>					
<i>Value</i>					
Other non-scope products					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. commercial shipments of products not within the scope					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
Total U.S. commercial shipments (75, 50, other in-scope products, and products not within the scope)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0

II-6c. **Internal and Export Shipments.**--Report your firm's transfers to related firms, internal consumption, and export shipments of imported ferrosilicon from Venezuela during the specified periods.
Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments of ferrosilicon are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

"Internal consumption" is defined as product consumed internally by your firm.

"Transfers to related firms" are defined as shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" is defined as a firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" are defined as shipments to destinations outside the United States, including shipments to related firms.

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
Transfers to related firms:					
Quantity					
Value					
Internal consumption:					
Quantity					
Value					
Export shipments:¹					
Quantity					
Value					
¹ Identify your firm's principal export markets: _____.					

II-6d. **Inventories.**--Report your firm's inventories of imported ferrosilicon from Venezuela during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

"End of period inventories" is defined as finished goods inventory, not raw materials or work in progress.

Quantity (in short tons of contained silicon)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
End-of-period inventories (quantity)					

II-6e. **Channels of Distribution.**--Report your firm's total U.S. commercial shipments of imported ferrosilicon from Venezuela, by channel of distribution from its U.S. establishment(s) during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

Quantity (in short tons of contained silicon)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to steel producers (<i>quantity</i>)					
U.S. shipments to iron foundries (<i>quantity</i>)					
U.S. shipments to other end users (<i>quantity</i>)					
Total U.S. commercial shipments	0.0	0.0	0.0	0.0	0.0

II-7a. **IMPORTS FROM NONSUBJECT COUNTRIES.**--Report your firm's imports of ferrosilicon imported from all countries except Russia and Venezuela by your firm during the specified periods.

"Imports" are defined as those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

"Import quantities" Quantities reported should be net of returns. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

"Import values" Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

U.S. Imports from NONSUBJECT COUNTRIES

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
U.S. imports¹ of:					
75 percent Ferrosilicon					
Regular grade					
<i>Quantity</i>					
<i>Value</i>					
Low aluminum grade					
<i>Quantity</i>					
<i>Value</i>					
High-purity grade					
<i>Quantity</i>					
<i>Value</i>					
Low titanium grade					
<i>Quantity</i>					
<i>Value</i>					
Foundry grade					
<i>Quantity</i>					
<i>Value</i>					
Inoculant grade					
<i>Quantity</i>					
<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of 75 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
50 percent Ferrosilicon					
Regular grade					
<i>Quantity</i>					
<i>Value</i>					
Low aluminum grade					
<i>Quantity</i>					
<i>Value</i>					
High-purity grade					
<i>Quantity</i>					
<i>Value</i>					
Low titanium grade					
<i>Quantity</i>					
<i>Value</i>					
Foundry grade					
<i>Quantity</i>					
<i>Value</i>					
Inoculant grade					
<i>Quantity</i>					

<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of 50 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
Other in-scope ferrosilicon products _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of ferrosilicon (75, 50, and other in-scope products)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. imports¹ of:					
Products not within the scope					
Silicon metal					
<i>Quantity</i>					
<i>Value</i>					
Magnesium ferrosilicon					
<i>Quantity</i>					
<i>Value</i>					
Other non-scope products					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. imports of products not within the scope					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
Total U.S. imports (75, 50, other in-scope products, and products not within the scope)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
¹ Please identify the foreign producers: _____					

II-7b. **U.S. Commercial Shipments.**--Report your firm's U.S. commercial shipments of imported ferrosilicon from nonsubject countries during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments of ferrosilicon are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

“U.S. Commercial shipments” are defined as shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. The value of a reported U.S. commercial should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

U.S. Commercial Shipments of Nonsubject Imports

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
U.S. commercial shipments of:					
75 percent Ferrosilicon ²					
Regular grade					
Quantity					
Value					
Low aluminum grade					
Quantity					
Value					
High-purity grade					
Quantity					
Value					
Low titanium grade					
Quantity					
Value					
Foundry grade					
Quantity					
Value					
Inoculant grade					
Quantity					
Value					
Other grade: _____					
Quantity					
Value					
Total U.S. commercial shipments of 75 percent ferrosilicon					
Quantity	0.0	0.0	0.0	0.0	0.0
Value	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
50 percent Ferrosilicon ²					
Regular grade					
Quantity					
Value					
Low aluminum grade					
Quantity					
Value					
High-purity grade					
Quantity					
Value					
Low titanium grade					
Quantity					
Value					
Foundry grade					
Quantity					
Value					
Inoculant grade					
Quantity					

<i>Value</i>					
Other grade: _____					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. commercial shipments of 50 percent ferrosilicon					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
Other in-scope ferrosilicon products _____					
<i>Quantity</i>					
<i>Value</i>					
Total ferrosilicon (75, 50, and other in-scope products)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
U.S. commercial shipments of:					
Products not within the scope					
Silicon metal					
<i>Quantity</i>					
<i>Value</i>					
Magnesium ferrosilicon					
<i>Quantity</i>					
<i>Value</i>					
Other non-scope products					
<i>Quantity</i>					
<i>Value</i>					
Total U.S. commercial shipments of products not within the scope					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0
Total U.S. commercial shipments (75, 50, other in-scope products, and products not within the scope)					
<i>Quantity</i>	0.0	0.0	0.0	0.0	0.0
<i>Value</i>	0.0	0.0	0.0	0.0	0.0

II-7c. **Internal and Export Shipments.**--Report your firm's transfers to related firms, internal consumption, and export shipments of imported ferrosilicon from nonsubject countries during the specified periods.

Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments of ferrosilicon are divided into: (1) U.S. commercial shipments, (2) internal consumption, and (3) transfers to related firms within the United States.

"Internal consumption" is defined as product consumed internally by your firm.

"Transfers to related firms" are defined as shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" is defined as a firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" are defined as shipments to destinations outside the United States, including shipments to related firms.

Quantity (in short tons of contained silicon) and value (in \$1,000)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
Transfers to related firms:					
Quantity					
Value					
Internal consumption:					
Quantity					
Value					
Export shipments:¹					
Quantity					
Value					
¹ Identify your firm's principal export markets: _____.					

II-7d. **Inventories.**--Report your firm's inventories of imported ferrosilicon from nonsubject countries during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

"End of period inventories" is defined as finished goods inventory, not raw materials or work in progress.

Quantity (in short tons of contained silicon)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
End-of-period inventories (quantity)					

II-7e. **Channels of Distribution.**--Report your firm's total U.S. commercial shipments of imported ferrosilicon from nonsubject countries, by channel of distribution from its U.S. establishment(s) during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

Quantity (in short tons of contained silicon)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to steel producers (<i>quantity</i>)					
U.S. shipments to iron foundries (<i>quantity</i>)					
U.S. shipments to other end users (<i>quantity</i>)					
Total U.S. commercial shipments	0.0	0.0	0.0	0.0	0.0

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@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	

PRICE DATA

- III-2. These questions requests quarterly price and quantity data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated U.S. customers since January 1, 2011 of the following products your firm imported from **Russia, Venezuela, China, and/or Canada**:

Product 1.-- Regular grade 75 percent ferrosilicon. – Ferrosilicon containing by weight 74.0 to 79.0 percent silicon; 0.10 percent or less carbon; 0.025 percent or less sulfur; 0.035 percent or less phosphorus; more than 0.50 percent, but not more than 1.50 percent aluminum; and 0.40 percent or less manganese.

Regular grade 75 percent ferrosilicon does not include any form of high purity ferrosilicon (ferrosilicon containing substantially lower amounts of impurities than the maximum levels specified for regular grade ferrosilicon), magnesium ferrosilicon, or other ferrosilicon-based specialty/proprietary grades.

Product 2.-- Low aluminum grade 75 percent ferrosilicon. – Ferrosilicon containing by weight 74.0 to 79.0 percent silicon; 0.10 percent or less carbon; 0.025 percent or less sulfur; 0.035 percent or less phosphorus; not more than 0.50 percent aluminum but more than 0.10 percent aluminum; and 0.40 percent or less manganese.

Low aluminum 75 percent ferrosilicon does not include any other form of high purity ferrosilicon, regular grade ferrosilicon, magnesium ferrosilicon, or other ferrosilicon-based specialty/proprietary grades.

Please note: For both products, report BULK shipments and shipments in SUPER SACKS of CRUSHED ferrosilicon sized from 2 inches x 1/4 inch up to and including 8 inches x 4 inches. DO NOT include any ferrosilicon shipped in special packaging, such as in drums, pallet boxes, drop-box containers, 50-pound bags, etc.; DO NOT include smaller crushed ferrosilicon sizes, particularly fines, and any uncrushed material.

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 your firm (i.e., should be net of all deductions for discounts or rebates).

During January 2011-March 2014, did your firm import and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

- Yes--Please complete the following pricing data tables as appropriate.
- No—Skip to question III-3.

III-2a. **Price data**-- Report below the quarterly price data¹ for pricing products² imported from Russia and sold by your firm to steel producers.

RUSSIA

Report data in actual short tons of contained silicon (not alloy) and actual dollars (not 1,000s).

(Quantity in short tons of contained silicon, value in dollars)								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
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 firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

III-2b. **Price data.**-- Report below the quarterly price data¹ for pricing products² imported from Venezuela and sold by your firm to steel producers.

VENEZUELA

Report data in actual short tons of contained silicon (not alloy) and actual dollars (not 1,000s).

(Quantity in short tons of contained silicon, value in dollars)								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
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 firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

III-2c. **Price data.**-- Report below the quarterly price data¹ for pricing products² imported from Canada and sold by your firm to steel producers.

CANADA

Report data in actual short tons of contained silicon (not alloy) and actual dollars (not 1,000s).

(Quantity in short tons of contained silicon, value in dollars)								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
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 firm's U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

III-2d. **Price data.**-- Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm to steel producers.

CHINA

Report data in actual short tons of contained silicon (not alloy) and actual dollars (not 1,000s).

<i>(Quantity in short tons of contained silicon, value in dollars)</i>								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
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 firm's U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part III.

Note.--If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.

Product 1: _____

Product 2: _____

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of ferrosilicon (*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"/>	

III-4. **Packaging.**—

(a) How does your firm typically charge its customers for packaging of ferrosilicon?

- As a separate charge for the container
- As a higher per pound price for ferrosilicon
- Other. Please explain: _____

(b) Please estimate the approximate cost of packaging per short ton of ferrosilicon imported from Russia and Venezuela for each of the following methods:

Packaging method	Cost per short ton of contained silicon (dollars)
Super Sack	
Pallet Boxes	
Drums	
25 Pound Bag	
50 Pound Bag	
Other:	

III-5. **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"/>	

III-6. Pricing terms for ferrosilicon.--

(a) What are your firm's typical sales terms for ferrosilicon imported from Russia and/or Venezuela?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your firm's prices of imported ferrosilicon from Russia and/or Venezuela usually quoted (*check one*)?

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

III-7. Contract versus spot.—

(a) Report in the table below contract information for your 2012 and 2013 U.S. sales of imported ferrosilicon. Report data separately for Russia and Venezuela. If you are an importer of ferrosilicon from other countries, report contract information for your sales of all such imports combined. In the blank, specify Russia, Venezuela, or All Other.

Sales Types and Terms for 2012 U.S. Sales – RUSSIA (RU)							
	Number of Contracts	(Should sum to 100% down)	(Should sum to 100% across)				Average Contract Duration (in days)
		Share of Total U.S. Sales ¹	Fixed Price Share ²	Indexed Price Share ²	Other Terms Share ²	Sum	
Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)						0.0	
Annual contracts: (12 months)						0.0	
Short-term contracts: (multiple deliveries <u>less than</u> 12 months)						0.0	
Spot sales (for a single delivery)						0.0	
		0.0	X	X	X	X	X
¹ Base share on sales quantity. The sum of all four types of sales should equal 100% (down). ² Report share for each category. That is, the sum of fixed-price, indexed-price, and other-term share for long-term contracts should be 100% (across). If you report a percentage for Other-Terms, report information on those terms.							

III-7. Contract versus spot.--Continued

Sales Types and Terms for 2013 U.S. Sales – RUSSIA (RU)							
	Number of Contracts	(Should sum to 100% down)	(Should sum to 100% across)				Average Contract Duration (in days)
		Share of Total U.S. Sales ¹	Fixed Price Share ²	Indexed Price Share ²	Other Terms Share ²	Sum	
Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)						0.0	
Annual contracts: (12 months)						0.0	
Short-term contracts: (multiple deliveries <u>less than</u> 12 months)						0.0	
Spot sales (for a single delivery)						0.0	
		0.0	 	 	 	 	
¹ Base share on sales quantity. The sum of all four types of sales should equal 100% (down). ² Report share for each category. That is, the sum of fixed-price, indexed-price, and other-term share for long-term contracts should be 100% (across). If you report a percentage for Other-Terms, report information on those terms.							

Sales Types and Terms for 2012 U.S. Sales – VENEZUELA (VE)							
	Number of Contracts	(Should sum to 100% down)	(Should sum to 100% across)				Average Contract Duration (in days)
		Share of Total U.S. Sales ¹	Fixed Price Share ²	Indexed Price Share ²	Other Terms Share ²	Sum	
Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)						0.0	
Annual contracts: (12 months)						0.0	
Short-term contracts: (multiple deliveries <u>less than</u> 12 months)						0.0	
Spot sales (for a single delivery)						0.0	
		0.0	 	 	 	 	
¹ Base share on sales quantity. The sum of all four types of sales should equal 100% (down). ² Report share for each category. That is, the sum of fixed-price, indexed-price, and other-term share for long-term contracts should be 100% (across). If you report a percentage for Other-Terms, report information on those terms.							

Sales Types and Terms for 2013 U.S. Sales – VENEZUELA (VE)							
	Number of Contracts	(Should sum to 100% down)	(Should sum to 100% across)				Average Contract Duration (in days)
		Share of Total U.S. Sales ¹	Fixed Price Share ²	Indexed Price Share ²	Other Terms Share ²	Sum	
Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)						0.0	
Annual contracts: (12 months)						0.0	
Short-term contracts: (multiple deliveries <u>less than</u> 12 months)						0.0	
Spot sales (for a single delivery)						0.0	
		0.0	 	 	 	 	
¹ Base share on sales quantity. The sum of all four types of sales should equal 100% (down). ² Report share for each category. That is, the sum of fixed-price, indexed-price, and other-term share for long-term contracts should be 100% (across). If you report a percentage for Other-Terms, report information on those terms.							

(b) Are your sales of ferrosilicon indexed to any outside data source (e.g., Ryan's Notes)?

No Yes-- Please indicate the data source: _____

For any of your contracts that are indexed to an outside source, specify whether Ryan's Notes and, if other, please report the name of those sources:

Ryan's Notes Other (specify) _____

What types of price information collected by these sources are used in their reporting of market prices? (Check all that apply):

Spot Prices Fixed-Price Contract Prices Indexed-Contract Prices
 Other (Specify) _____ Unknown

If you have available a description of how the market prices are obtained and reported by Ryan's Notes and/or any other source used for price indexing, please attach it.

Attached Not Available

(c) Do you compete with U.S.-produced ferrosilicon for spot sales of ferrosilicon, contract sales of ferrosilicon, or both? Please describe.

III-8. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for ferrosilicon from Russia and/or Venezuela (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)
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<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	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-9. **Steel producer vs. iron foundries.**— Would your firm's responses to Question III-3 to III-8 vary depending on customer type (for example, steel producers vs. non-steel producing customers)?

- No Yes-- Please identify customer type and explain any differences in your firm's responses to Questions III-3 to III-8.

III-10. **Lead times.**--What is your firm's share of sales of ferrosilicon imported from Russia and/or Venezuela both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of ferrosilicon?

<u>Source</u>	<u>Share of 2013 sales</u>	<u>Lead time (days)</u>
From your firm's U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total (should sum to 100%)	0.0	

III-11. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of ferrosilicon imported from Russia or Venezuela that is accounted for by U.S. inland transportation costs?
_____ percent.
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) When your firm sells ferrosilicon imported from Russia or Venezuela, from where is it shipped?
 Point of importation Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of ferrosilicon imported from Russia or Venezuela that are delivered the following distances from your firm's U.S. point of shipment.

Distance from your firm's U.S. point of shipment	Share of 2013 sales
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100%)	0.0 %

III-12. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold **ferrosilicon** imported from subject countries since January 1, 2011 (check all that apply)?

Geographic area	Russia	Venezuela
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>	<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"/>	<input type="checkbox"/>

III-13. **End uses.**--Describe the end uses of the ferrosilicon that your firm imports from Russia and/or Venezuela. For each end-use product, what percentage of the total cost is accounted for by ferrosilicon and other inputs?

End use product	Share of total cost of end use product accounted for by		Total (should sum to 100 across)
	Ferrosilicon (percent)	Other inputs (percent)	
	%	%	0.0
	%	%	0.0
	%	%	0.0

III-14. **Substitutes.**-- Can other products be substituted for ferrosilicon?

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

III-15. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for ferrosilicon has changed since January 1, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
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"/>	

III-16. **Product changes.**--Have there been any significant changes in the product mix or marketing of ferrosilicon since January 1, 2011?

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

III-17. **Business cycles.**--

(a) Is the ferrosilicon market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to ferrosilicon?

- No (skip to question III-18.)
- Yes-Business cycles (e.g. seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

III-17. **Business cycles.**--Continued

(b) Have there been any changes in the business cycles or conditions of competition for ferrosilicon since January 1, 2011?

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

III-18. **Supply constraints.**--Has your firm refused, declined, or been unable to supply ferrosilicon since January 1, 2011 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

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

III-19. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce ferrosilicon and whether your firm expects these trends to continue.

III-22. **Interchangeability between grades of ferrosilicon.** – To what extent are “regular” grades of ferrosilicon interchangeable with other grades of ferrosilicon, (see definitions on page 6)?

Please check the appropriate categories in the table below to indicate how interchangeable regular and other grades are. It is possible to check more than one category if there are differences in degree of interchangeability between regular ferrosilicon grades and certain specific non-regular grades of ferrosilicon. Also, you may provide an explanation for the category(ies) you check.

Degree of Interchangeability Between Regular and Other Grades of Ferrosilicon		
Category	Check if Appropriate	Explanation
Always Interchangeable	<input type="checkbox"/>	_____
Frequently Interchangeable	<input type="checkbox"/>	_____
Sometimes Interchangeable	<input type="checkbox"/>	_____
Never Interchangeable	<input type="checkbox"/>	_____
No Familiarity	<input type="checkbox"/>	_____

III-23 **Interchangeability between 50% silicon ferrosilicon and 75% silicon ferrosilicon.** -- Is 50% silicon ferrosilicon interchangeable with 75% silicon ferrosilicon? Include information for your silicon content ranges that are normally associated with these silicon content categories. For example, '75% silicon ferrosilicon' may include product with silicon content ranging from 74.0% to 79.0%.

Please check the appropriate categories in the table below to indicate how interchangeable 50% silicon ferrosilicon and 75% silicon ferrosilicon are. It is possible to check more than one category. Also, you may provide an explanation for the category(ies) you check.

Degree of Interchangeability Between 50% Silicon Ferrosilicon and 75% Ferrosilicon		
Category	Check if Appropriate	Explanation
Always Interchangeable	<input type="checkbox"/>	_____
Frequently Interchangeable	<input type="checkbox"/>	_____
Sometimes Interchangeable	<input type="checkbox"/>	_____
Never Interchangeable	<input type="checkbox"/>	_____
No Familiarity	<input type="checkbox"/>	_____

III-24. **Customer identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for ferrosilicon since January 1, 2011. Indicate the share of the quantity of your firm's total shipments of ferrosilicon that each of these customers accounted for in 2013.

Customer's name		Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2013 sales (%)
1					Street Address City ' State Zip Code	
2					Street Address City ' State Zip Code	
3					Street Address City ' State Zip Code	
4					Street Address City ' State Zip Code	
5					Street Address City ' State Zip Code	
6					Street Address City ' State Zip Code	
7					Street Address City ' State Zip Code	
8					Street Address City ' State Zip Code	
9					Street Address City ' State Zip Code	
10					Street Address City ' State Zip Code	

III-25. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

OPTIONS FOR FILING THIS QUESTIONNAIRE RESPONSE WITH THE ITC

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

http://www.usitc.gov/trade_remedy/731_ad_701_cvd/investigations/2014/ferrosilicon_russia_venezuela/finalphase.htm

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

- **Upload via Secure Drop Box.**—Upload the completed questionnaire in MS Word format along with a scanned copy of the signed certification page (page 1) through the Commission’s secure upload facility:

Web address: <https://dropbox.usitc.gov/oinv/> *Pin:* **FERR**

- **E-mail.**—E-mail your questionnaire to the investigator identified on page 4 of this questionnaire; include a scanned copy of the signed certification page (page 1).

Please note that submitting your questionnaire by e-mail may subject your firm’s business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.

- **Compact disc (CD).**—Copy your MS Word questionnaire onto a CD. Also please include a signed certification page (page 1), and mail to the U.S. International Trade Commission, 500 E. Street, SW, Washington, DC 20024. *It is strongly recommended that you use an **overnight mail service**. U.S. mail sent to government offices undergoes additional processing which not only results in substantial delays in delivery but may also damage CDs.*

Note: If you are a party to the proceeding, and service of the questionnaire is required, such service should be made in paper form

If you determine that your firm does not produce or import this product, please complete page 1 of the respective questionnaire by: (1) Filling in your name and address, (2) Checking the “no” box, (3) Signing the bottom of page 1, and (4) Returning page 1 to the Commission using any of the methods listed above.