

**U.S. PRODUCERS' 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. Nos. 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 produced ferrosilicon (as defined on the next page) at any time since January 1, 2011?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission).</p> <p><b>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (use the following PIN: <b>FERR</b>)</b></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 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>	

**PART I.—GENERAL INFORMATION**

**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 the scope of 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-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. 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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1b. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

Yes       No

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.

Establishments Covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			

<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire:

I-3. **Petition support.**--Does your firm support or oppose the petitions?

Country	Support	Oppose	Take no position
<b>Russia</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Venezuela</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-4. **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-5. **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-6. **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

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

- (check as many as appropriate)*                      *(please describe)*
- plant openings ..... \_\_\_\_\_  
\_\_\_\_\_
  - plant closings..... \_\_\_\_\_  
\_\_\_\_\_
  - relocations ..... \_\_\_\_\_  
\_\_\_\_\_
  - expansions..... \_\_\_\_\_  
\_\_\_\_\_
  - acquisitions..... \_\_\_\_\_  
\_\_\_\_\_
  - consolidations..... \_\_\_\_\_  
\_\_\_\_\_
  - prolonged shutdowns or  
production curtailments..... \_\_\_\_\_  
\_\_\_\_\_
  - revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_
  - other (*e.g.*, technology) ..... \_\_\_\_\_  
\_\_\_\_\_

**Definitions for Use in Questions II-3a, II-7, and II-8**

**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-3a. **Average Production Capacity.**-- Please report your firm's capacity to produce ferrosilicon (by grade) and any other products made on the same manufacturing equipment and machinery for the periods indicated. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

*“Average production capacity” or “capacity”* is defined as the level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

(Quantity in short tons of contained silicon)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
<b>Capacity to produce:</b>					
<b>75 percent Ferrosilicon</b>					
Regular grade					
Low aluminum grade					
High-purity grade					
Low titanium grade					
Foundry grade					
Inoculant grade					
Other grade: _____					
Total 75 % Ferrosilicon	0	0	0	0	0
<b>Capacity to produce:</b>					
<b>50 percent Ferrosilicon</b>					
Regular grade					
Low aluminum grade					
High-purity grade					
Low titanium grade					
Foundry grade					
Inoculant grade					
Other grade: _____					
Total 50 % Ferrosilicon	0	0	0	0	0
<b>Capacity to produce:</b>					
<b>Other in-scope ferrosilicon products</b> _____					
Total ferrosilicon 75, 50, and other in-scope	0	0	0	0	0
<b>Capacity to produce:</b>					
<b>Products not within the scope</b>					
Silicon metal					
Magnesium ferrosilicon					
Other non-scope products					
<b>Total non-scope products</b>	0	0	0	0	0
<b>Excess or idle capacity</b>					
<b>Overall production capacity</b>	0	0	0	0	0

II-3b. **Operating parameters.**--The production capacity reported in II-3a is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year.

II-3c. **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3a, and explain any changes in reported capacity. Also describe the methodology for allocating overall production capacity amongst grades.

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II-3d. **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

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II-3e. **Product shifting.**—

(i) Is your firm able to switch production (capacity) between ferrosilicon and other products using the same equipment and/or labor?

No                       Yes-- (i.e., have produced other products or are able to produce other products). Please identify other actual or potential products: \_\_\_\_\_

(ii) Please report any changes in the mix of your production that occurred during the investigation period in facilities that produce both in-scope ferrosilicon and non-scope products, such as silicon metal and magnesium ferrosilicon. In responding to this question, report: 1) the nature and direction of the change; 2) the date(s) such changes occurred; 3) the time involved to make the change; 4) the reason(s) for the change; and 5) the capacity volume involved in the change.

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(iii) Please provide information below on your firm's shifting of production capacity between in-scope regular-grade ferrosilicon and specialty ferrosilicons or inoculants (see definitions above). In responding to this question, report: 1) the nature and direction of the change; 2) the date(s) such changes occurred; 3) the time involved to make the change; 4) the reason(s) for the change; and 5) the capacity volume involved in the change.

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II-4. **Tolling**--Since January 1, 2011, has your firm been involved in a toll agreement regarding the production of ferrosilicon?

A "***toll agreement***" is defined as an agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

No             Yes--Name firm(s): \_\_\_\_\_.

II-5. **Foreign trade zone**--Does your firm produce ferrosilicon in a foreign trade zone (FTZ)?

No             Yes--Identify FTZ(s): \_\_\_\_\_.

II-6. **Importer**--Since January 1, 2011, has your firm imported ferrosilicon?

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

II-7a. **Production.**-- Please report your firm's production of ferrosilicon (by grade) and any other products made on the same manufacturing equipment and machinery for the periods indicated. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

**"Production"** is defined as all production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

(Quantity in short tons of contained silicon)					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
<b>Production of:</b>					
<b>75 percent Ferrosilicon</b>					
Regular grade					
Low aluminum grade					
High-purity grade					
Low titanium grade					
Foundry grade					
Inoculant grade					
Other grade: _____					
Total 75 % Ferrosilicon	0	0	0	0	0
<b>Production of:</b>					
<b>50 percent Ferrosilicon</b>					
Regular grade					
Low aluminum grade					
High-purity grade					
Low titanium grade					
Foundry grade					
Inoculant grade					
Other grade: _____					
Total 50 % Ferrosilicon	0	0	0	0	0
<b>Production of:</b>					
<b>Other in-scope ferrosilicon products _____</b>					
Total ferrosilicon production 75, 50, and other in-scope products	0	0	0	0	0
<b>Production of:</b>					
<b>Products not within the scope</b>					
Silicon metal					
Magnesium ferrosilicon					
Other non-scope products					
Total production of non-scope products	0	0	0	0	0
<b>Total production</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

II-7b. **Production allocation calculation.**--Please describe your methodology for allocating total production amongst grades in question II-7a.

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II-8. **U.S. Commercial Shipments.**--Report your firm's U.S. commercial shipments of ferrosilicon and any other products made on the same manufacturing equipment and machinery in its U.S. establishment(s) during the specified periods. Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

U.S. shipments 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.

<b>Quantity (in short tons of contained silicon) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-March</b>	
	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013</b>	<b>2014</b>
<b>U.S. commercial shipments of:</b>					
<b>75 percent Ferrosilicon <sup>2</sup></b>					
<b>Regular grade</b>					
Quantity					
Value					
<b>Low aluminum grade</b>					
Quantity					
Value					
<b>High-purity grade</b>					
Quantity					
Value					
<b>Low titanium grade</b>					
Quantity					
Value					
<b>Foundry grade</b>					
Quantity					
Value					
<b>Inoculant grade</b>					
Quantity					
Value					
<b>Other grade: _____</b>					
Quantity					
Value					
<b>Total U.S. commercial shipments of 75 percent ferrosilicon</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<b>U.S. commercial shipments of:</b>					
<b>50 percent Ferrosilicon <sup>2</sup></b>					
<b>Regular grade</b>					
Quantity					
Value					
<b>Low aluminum grade</b>					
Quantity					
Value					

<b>High-purity grade</b>					
Quantity					
Value					
<b>Low titanium grade</b>					
Quantity					
Value					
<b>Foundry grade</b>					
Quantity					
Value					
<b>Inoculant grade</b>					
Quantity					
Value					
<b>Other grade: _____</b>					
Quantity					
Value					
<b>Total U.S. commercial shipments of 50 percent ferrosilicon</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<b>U.S. commercial shipments of:</b>					
<b>Other in-scope ferrosilicon products _____</b>					
Quantity					
Value					
<b>Total ferrosilicon (75, 50, and other in-scope products)</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<b>U.S. commercial shipments of:</b>					
<b>Products not within the scope</b>					
<b>Silicon metal</b>					
Quantity					
Value					
<b>Magnesium ferrosilicon</b>					
Quantity					
Value					
<b>Other non-scope products</b>					
Quantity					
Value					
<b>Total U.S. commercial shipments of products not within the scope</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0
<b>Total U.S. commercial shipments (75, 50, other in-scope products, and products not within the scope)</b>					
Quantity	0	0	0	0	0
Value	0	0	0	0	0

II-9. **Internal and Export Shipments.**--Report your firm's transfers to related firms, internal consumption, and export shipments of ferrosilicon from its U.S. establishment(s) 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
<b>Transfers to related firms:</b>					
Quantity					
Value					
<b>Internal consumption:</b>					
Quantity					
Value					
<b>Export shipments:<sup>1</sup></b>					
Quantity					
Value					
<sup>1</sup> Identify your firm's principal export markets: _____.					

II-10. **Inventories.**--Report your firm's inventories of ferrosilicon in its U.S. establishment(s) 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
<b>End-of-period inventories (quantity)</b>					

II-11. **Channels of Distribution.**--Report your firm's total U.S. commercial shipments of ferrosilicon, 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.

<b>Quantity (in short tons of contained silicon)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-March</b>	
	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013</b>	<b>2014</b>
<b>Channels of distribution:</b>					
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 <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Please ensure that the total reported here is equal to the total reported for "Total ferrosilicon (75, 50, and other in-scope products)" quantity line in question II-8.					

II-12. **Employment Data.**--Report your firm's total number of production-related workers, hours worked, and wages paid to production workers of ferrosilicon, at its U.S. establishment(s) during the specified periods.

**"Production Related Workers" or "PRWs"** are defined as production and related workers, including working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January March periods, calculate similarly and divide by 3.

**"Hours worked"** includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

**"Wages paid"** is defined as total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

<b>Item</b>	<b>Calendar years</b>			<b>January-March</b>	
	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013</b>	<b>2014</b>
<b>Employment data:</b>					
Average number of PRWs ( <i>number</i> )					
Hours worked by PRWs ( <i>1,000 hours</i> )					
Wages paid to PRWs ( <i>1,000 dollars</i> )					

II-13. **Related firms.**--If your firm reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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II-14. **Purchases Other than Direct Imports.**--Other than direct imports, has your firm otherwise purchased ferrosilicon since January 1, 2011? Quantities of ferrosilicon products are to be reported on a contained-silicon basis.

**“Purchase”** is defined as a transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.

**“Direct import”** is defined as a transaction to buy from a foreign producer where your firm is the importer of record or consignee.

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<b>(Quantity in short tons of contained silicon)</b>					
Item	Calendar years			January-March	
	2011	2012	2013	2013	2014
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM—</b>					
Russia					
Venezuela					
All other countries					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<sup>1</sup> Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. <hr/>					

**PART III.--FINANCIAL INFORMATION**

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

III-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

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

A. When does your firm's fiscal year end (month and day)? \_\_\_\_\_  
If your firm's fiscal year changed during the data-collection period, explain below:

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

2. Does your firm prepare profit/loss statements for the ferrosilicon:  
 Yes  No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited,  unaudited,  annual reports,  10Ks,  10 Qs,  
 Monthly,  quarterly,  semi-annually,  annually

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

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

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

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



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

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

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

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

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

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

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

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

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

III-9. **Nonrecurring items (charges and gains) included in reported in ferrosilicon financial results.**--For each annual and interim period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported ferrosilicon financial results in table III-10.

	Fiscal years ended--			January-March	
	2011	2012	2013	2013	2014
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	<b>Nonrecurring item:</b> In these columns please report the amount ( <i>in \$1,000</i> ) of the relevant nonrecurring item reported in table III-10.				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

III-10. **Operations on ferrosilicon.**--Report the revenue and related cost information requested below on the ferrosilicon operations of your firm's U.S. establishment(s).<sup>1</sup> Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.<sup>2</sup> Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact **Justin Jee (202-205-3186, [justin.jee@usitc.gov](mailto:justin.jee@usitc.gov))** before completing this section of the questionnaire.

<b>Quantity (in short tons of contained silicon) and value (in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-March</b>	
	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2013</b>	<b>2014</b>
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	0
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	0
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	0
<b>Gross profit or (loss)</b>	0	0	0	0	0
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
<b>Operating income (loss)</b>	0	0	0	0	0
<b>Other expenses and income:</b>					
Interest expense					
All other expense items					
All other income items					
<b>Net income or (loss) before income taxes</b>	0	0	0	0	0
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.  
<sup>3</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.  
<sup>4</sup> COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.

III-10(b). **Financial data reconciliation.**--The calculable line items from question III-10(a) (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes     No--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

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

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

Value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
<b>Total assets (net)<sup>1</sup></b>			
<sup>1</sup> Please discuss any trends or special issues relating to the report net asset values: _____			

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on ferrosilicon. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Item	Value (in \$1,000)				
	Fiscal years ended--			January-March	
	2011	2012	2013	2013	2014
Capital expenditures					
Research and development expenses					

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

- Calendar year  
 Fiscal year (specify \_\_\_\_\_)

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

- Yes     No--Please explain \_\_\_\_\_

III-14. **Effects of imports.**--Since January 1, 2011, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of ferrosilicon from Russia and/or Venezuela?

- No             Yes--My firm has experienced actual negative effects as follows:

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) \_\_\_\_\_

III-15. **Anticipated effects of imports**--Does your firm anticipate any negative effects due to imports of ferrosilicon from Russia and/or Venezuela?

No

Yes--My firm anticipates negative effects as follows:

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

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

IV-2. This question requests quarterly quantity and value 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 produced by your firm.

**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 produce 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 table as appropriate.
- No—Skip to question IV-3.

IV-2. (Continued) Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm to steel producers.

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

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

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part IV.

**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: \_\_\_\_\_



IV-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"/>	

IV-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 produced by your firm 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:	

IV-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"/>	

**IV-6. Pricing terms for ferrosilicon.--**

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

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 domestic ferrosilicon usually quoted (*check one*)?

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

**IV-7. Contract versus spot.—**

(a) Report in the table below contract information for your 2012 and 2013 U.S. sales of U.S.-produced ferrosilicon:

Sales Types and Terms for 2012 U.S. Sales							
	Number of Contracts	(Should sum to 100% down)	(Should sum to 100% across)				Average Contract Duration (in days)
		Share of Total U.S. Sales <sup>1</sup>	Fixed Price Share <sup>2</sup>	Indexed Price Share <sup>2</sup>	Other Terms Share <sup>2</sup>	Sum	
<b>Long-term contracts:</b> (multiple deliveries for <u>more than</u> 12 months)						0.0	
<b>Annual contracts:</b> (12 months)						0.0	
<b>Short-term contracts:</b> (multiple deliveries <u>less than</u> 12 months)						0.0	
<b>Spot sales</b> (for a single delivery)						0.0	
		0.0	<del> </del>	<del> </del>	<del> </del>	<del> </del>	<del> </del>
<sup>1</sup> Base share on sales quantity. The sum of all four types of sales should equal 100% (down). <sup>2</sup> 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.							

IV-7. Contract versus spot.—*Continued.*

Sales Types and Terms for 2013 U.S. Sales							
	Number of Contracts	(Should sum to 100% down)	(Should sum to 100% across)				Average Contract Duration (in days)
		Share of Total U.S. Sales <sup>1</sup>	Fixed Price Share <sup>2</sup>	Indexed Price Share <sup>2</sup>	Other Terms Share <sup>2</sup>	Sum	
<b>Long-term contracts:</b> (multiple deliveries for <u>more than</u> 12 months)						0.0	
<b>Annual contracts:</b> (12 months)						0.0	
<b>Short-term contracts:</b> (multiple deliveries <u>less than</u> 12 months)						0.0	
<b>Spot sales</b> (for a single delivery)						0.0	
		0.0	X	X	X	X	X
<sup>1</sup> Base share on sales quantity. The sum of all four types of sales should equal 100% (down). <sup>2</sup> 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 Russian and/or Venezuelan imports for spot sales of ferrosilicon, contract sales of ferrosilicon, or both? Please describe.

\_\_\_\_\_

\_\_\_\_\_

IV-8. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for ferrosilicon (or check "not applicable" if your firm does not sell on a long-term and/or short-term contract basis).

<b>Typical sales contract provisions</b>	<b>Item</b>	<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	<b>Long-term contracts</b> (multiple deliveries for more than 12 months)
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	Quantity	<input type="checkbox"/>	<input type="checkbox"/>
	Price	<input type="checkbox"/>	<input type="checkbox"/>
	Both	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-9. **Steel producer vs. iron foundries.**— Would your firm's responses to Question IV-3 to IV-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 IV-3 to IV-8.

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IV-10. **Lead times.**--What is your firm's share of sales 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 its U.S.-produced ferrosilicon?

<u>Source</u>	<u>Share of 2013 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total (should sum to 100%)</b>	0.0 %	

**IV-11. Shipping information.--**

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

<b>Distance from production facility</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total (should sum to 100%)</b>	0.0 %

**IV-12. Geographical shipments.--** In which U.S. geographic market area(s) has your firm sold its U.S.-produced ferrosilicon since January 1, 2011 (check all that apply)?

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

IV-13. **End uses.**--List the end uses of the ferrosilicon that your firm manufactures. 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
	Ferrosilicon (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

IV-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"/>	

IV-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
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

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

IV-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 IV-18).
- Yes-Business cycles (e.g. seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

<b>Business cycles</b>	
<b>Other conditions of competition</b>	

(b) If yes, 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"/>	

IV-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"/>	







IV-22. **Interchangeability between grades of ferrosilicon.** – To what extent are “regular” grades of ferrosilicon interchangeable with other grades of ferrosilicon (see definitions on page 5)?

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.

<b>Degree of Interchangeability Between Regular and Other Grades of Ferrosilicon</b>		
<b>Category</b>	<b>Check if Appropriate</b>	<b>Explanation</b>
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"/>	_____

IV-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.

<b>Degree of Interchangeability Between 50% Silicon Ferrosilicon and 75% Ferrosilicon</b>		
<b>Category</b>	<b>Check if Appropriate</b>	<b>Explanation</b>
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"/>	_____

IV-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 (%)
<b>1</b>					Street Address City        '        State        Zip Code	
<b>2</b>					Street Address City        '        State        Zip Code	
<b>3</b>					Street Address City        '        State        Zip Code	
<b>4</b>					Street Address City        '        State        Zip Code	
<b>5</b>					Street Address City        '        State        Zip Code	
<b>6</b>					Street Address City        '        State        Zip Code	
<b>7</b>					Street Address City        '        State        Zip Code	
<b>8</b>					Street Address City        '        State        Zip Code	
<b>9</b>					Street Address City        '        State        Zip Code	
<b>10</b>					Street Address City        '        State        Zip Code	

**IV-25. Competition From Imports--Lost Revenue.--**

Since January 1, 2011: To avoid losing sales to competitors selling ferrosilicon from Russia or Venezuela, did your firm:

	<b>No</b>	<b>Yes</b>
<b>Reduce prices</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Roll back announced price increases</b>	<input type="checkbox"/>	<input type="checkbox"/>

**Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.**

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your firm’s initial price quotation
- Quantity involved
- Your firm’s initial *rejected* price quotation (total delivered value)
- Your firm’s *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, email, phone and fax numbers, and	Product	Country of origin	Date of quote	Quantity (short tons of contained silicon)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Competing import price (total value— dollars)
Firm Contact      Email Phone      Fax							
Firm Contact      Email Phone      Fax							
Firm Contact      Email Phone      Fax							
Firm Contact      Email Phone      Fax							

**IV-26. Competition From Imports--Lost Sales.**—

Since January 1, 2011: Did your firm lose sales of ferrosilicon to imports of ferrosilicon from Russia or Venezuela?

**No**            **Yes**  
           

**Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.**

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., copies of invoices, sales reports, or letters from customers). Please note that the Commission may contact the firms named to verify the allegations reported.

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your firm’s price quotation
- Quantity involved
- Your firm’s rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Country of origin</b>	<b>Date of quote</b>	<b>Quantity (short tons of contained silicon)</b>	<b>Rejected U.S. price (total value--dollars)</b>	<b>Competing import price (total value—dollars)</b>
Firm Contact    Email Phone    Fax						
Firm Contact    Email Phone    Fax						
Firm Contact    Email Phone    Fax						
Firm Contact    Email Phone    Fax						

IV-27. **Other explanations**--If your firm would like to further explain a response to a question in Part IV that did not provide a narrative response box, please note the question number and the explanation in the space provided below.

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## 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](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.