

U.S. PURCHASERS' 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 investigation(s) 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased ferrosilicon (as defined on page 2) from <u>any</u> source (domestic or foreign) 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>
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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 submitting 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 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 the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

Hours	Dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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

No Yes--List the following information.

Firm name	Address	Affiliation

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing ferrosilicon from countries other than Russia and Venezuela into the United States or which are engaged in exporting ferrosilicon from countries other than Russia and Venezuela to the United States?

No Yes--List the following information.

Firm name and country	Address	Affiliation

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

No Yes--List the following information.

Firm name	Address	Affiliation

PART II.--PURCHASES

Contact information.-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of ferrosilicon. Report based on delivery date, not order date. Report separately for regular-grade and other-grade ferrosilicon, as defined below.

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:

Magnesium ferrosilicon (i.e., more than 3% magnesium); and

Any ferrosilicon products that contain more than 3% phosphorous, more than 30% manganese, or more than 10% of any other element.

REGULAR GRADE FERROSILICON:

Item	2011	2012	2013
Purchases of ferrosilicon produced in-- The United States: <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
Russia: <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
Venezuela: <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
All other countries:¹ <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
¹ Please identify these countries:			

OTHER GRADE FERROSILICON:

Item	2011	2012	2013
Purchases of ferrosilicon produced in-- The United States: <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
Russia: <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
Venezuela: <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
All other countries:¹ <i>Quantity (in short tons of contained silicon)</i>			
<i>Value (in \$1,000s)</i>			
¹ Please identify these countries:			

II-2. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of ferrosilicon from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>					
Russia	<input type="checkbox"/>					
Venezuela	<input type="checkbox"/>					
All other countries	<input type="checkbox"/>					

II-3. **Purchases from one country only.**--If your firm has purchased ferrosilicon from only one country, please explain the reasons for doing so.

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for ferrosilicon since 2011. Also, provide the share of the quantity of your firm's total purchases of ferrosilicon that each of these suppliers accounted for in 2013.

No.	Supplier's name	City and state	Share of quantity of 2013 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of ferrosilicon (check all that apply)?

Steel producer	Iron foundry	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

If your firm is a distributor of ferrosilicon, please answer questions III-2 and III-3.

III-2. **Competition for sales.**--If you are a distributor or reseller of ferrosilicon, do you compete for sales to your customers with the manufacturers or importers from which you purchase ferrosilicon?

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

III-3. **Types of customers.**--If your firm is a distributor or reseller of ferrosilicon, what are the major types of consumers to which you sell ferrosilicon?

If your firm is an end user of ferrosilicon, please answer questions III-4 and III-5.

III-4. **End uses.**--List the top 3 products you make using ferrosilicon **and** estimate the percent of your total production cost that is accounted for by ferrosilicon and by other inputs (such as labor, energy, and other raw materials).

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by				Total
	Ferrosilicon		Other inputs		
	%	+	%	=	0.0
	%	+	%	=	0.0
	%	+	%	=	0.0

III-5. **Demand for end use products.**--

(a) If your firm is an end user of ferrosilicon, has the demand for your firm's final products incorporating ferrosilicon changed since 2011?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(b) Has this had any effect on your firm's demand for ferrosilicon?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contracts and Spot Sales.**—

(a) Report in the tables below information on your 2012 and 2013 ferrosilicon purchases from U.S. producers and importers:

	U.S.- Origin	Russian- Origin	Venezuela n-Origin	Other- Country Origin
	Percent Share of 2012 Purchases (By Volume)			
Fixed-Price Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)				
Indexed-Price Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)				
Fixed-Price Annual contracts: (multiple deliveries for 12 months)				
Indexed-Price Annual contracts: (multiple deliveries for 12 months)				
Fixed-Price Short-term contracts (multiple deliveries <u>up to</u> 12 months)				
Indexed-Price Short-term contracts (multiple deliveries <u>up to</u> 12 months)				
Spot purchases: (for a single delivery)				
Other¹				
Total (should sum to 100.0% down)	0.0	0.0	0.0	0.0
¹ Please describe the nature of other purchase terms: _____				

	U.S.- Origin	Russian- Origin	Venezuela n-Origin	Other- Country Origin
	Percent Share of 2013 Purchases (By Volume)			
Fixed-Price Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)				
Indexed-Price Long-term contracts: (multiple deliveries for <u>more than</u> 12 months)				
Fixed-Price Annual contracts: (multiple deliveries for 12 months)				
Indexed-Price Annual contracts: (multiple deliveries for 12 months)				
Fixed-Price Short-term contracts (multiple deliveries <u>up to</u> 12 months)				
Indexed-Price Short-term contracts (multiple deliveries <u>up to</u> 12 months)				
Spot purchases: (for a single delivery)				
Other¹				
Total (should sum to 100.0% down)	0.0	0.0	0.0	0.0
¹ Please describe the nature of other purchase terms: _____				

III-6. **Contracts and Spot Sales.**—*Continued.*

(b) 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

III-7. **Substitutes.**--Can other products be substituted for ferrosilicon?

No Yes--Please fill out the table below.

	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-8. **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-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of ferrosilicon that required ferrosilicon produced in the United States.

	Estimated percentage of your firm's total 2013 purchases of ferrosilicon
Purchases that did not require domestic product	%
Purchases of domestic product that were required by law or regulation (e.g., government purchases under "Buy American" provisions)	%
Purchases of domestic product that were not required by law or regulation, but were required by your customers	%
Purchases of domestic product that were required for other reasons (explain: _____)	%
Total (should sum to 100.0%)	0.0 %

III-10. Conditions of competition.--

(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-11.)
- Yes-Business cycles (e.g. seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

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

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

III-11. Decisions based on producer.--Does your firm or, to the extent that you know, do your customers make purchasing decisions involving ferrosilicon based on the producer of the ferrosilicon you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Decisions based on country-of-origin.**--Does your firm or, to the extent that you know, do your customers make purchasing decisions involving ferrosilicon based on the country of origin of the ferrosilicon you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
Your firm	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Your customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Purchasing frequency.**--

(a) How frequently do you make purchases of ferrosilicon (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>						

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2011?

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

III-14. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between _____ and _____ firms

III-15. **Supplier negotiations.**--

- (a) Do purchases of ferrosilicon usually involve negotiations between supplier and purchaser?

No	Yes	If yes, please describe these negotiations, noting whether purchasers generally quote competing prices as part of the negotiation process.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No	Yes	If yes, specify the time period.
<input type="checkbox"/>	<input type="checkbox"/>	

III-16. **Change in suppliers.**--Have you changed suppliers since January 1, 2011?

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.
<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2011?

No	Yes	If yes, please identify the firms and indicate how you became aware of them.
<input type="checkbox"/>	<input type="checkbox"/>	

III-18. Supplier qualification

(a) Do you require your suppliers to be or to become certified or qualified to sell ferrosilicon to your firm?

No Yes- Please answer (b) and (c).

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (*e.g.*, quality of product, reliability of supplier, etc.).

(c) How long does it take to qualify a new supplier? _____ days

III-19. Failure to certify.--Since January 1, 2011, have any domestic or foreign producers failed in their attempts to certify or qualify their ferrosilicon with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. Major purchasing factors.--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase ferrosilicon for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

III-21. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your firm's purchasing decisions for ferrosilicon.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-22. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of ferrosilicon?

III-23. **Frequency of decisions based on price.**--How often does your firm purchase the ferrosilicon that is offered at the lowest price?

Always	Usually	Sometimes	Never
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-24. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the ferrosilicon market since January 1, 2011. Describe how the firm(s) exhibited price leadership.

IV-4. **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.

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"/>	_____

IV-5 **Interchangeability between 50% ferrosilicon and 75% ferrosilicon.** -- Is 50% ferrosilicon interchangeable with 75% ferrosilicon? Include information for your silicon content ranges that are normally associated with these silicon content categories. For example, '75% 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% ferrosilicon and 75% 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% 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"/>	_____

IV-6. **Country preferences.**--Do you or your customers ever specifically order ferrosilicon from one country in particular over other possible sources of supply?

		If yes, please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why ferrosilicon from these countries is preferred over product from other countries (please note the specific product in your response).
No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	

IV-7. **Availability of merchandise.**--Are certain grades/types/sizes of ferrosilicon available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

		If yes, please identify the source and the grade/type/size.
No	Yes	
<input type="checkbox"/>	<input type="checkbox"/>	

IV-9. **Factor country comparisons.—Continued.** For the factors listed below, please rate how ferrosilicon produced in each country you identified in your response to the first question in Part IV compares with ferrosilicon produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	<u>product from Russia compared to product from Venezuela</u>			<u>product from Russia compared to product from Nonsubject countries</u>			<u>product from Venezuela compared to product from Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-10. **Minimum quality**--How often does ferrosilicon from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States	<input type="checkbox"/>				
Russia	<input type="checkbox"/>				
Venezuela	<input type="checkbox"/>				
Canada	<input type="checkbox"/>				
China	<input type="checkbox"/>				
Other:	<input type="checkbox"/>				
Other:	<input type="checkbox"/>				

IV-11. **Other explanations**--If your firm would like to further explain a response to any question 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/ferrosili
con_russia_venezuela/finalphase.htm](http://www.usitc.gov/trade_remedy/731_ad_701_cvd/investigations/2014/ferrosili
con_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 purchase 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.