

**U.S. IMPORTERS' QUESTIONNAIRE**

**SILICOMANGANESE FROM BRAZIL, CHINA, AND UKRAINE**

This questionnaire must be received by the Commission by no later than **July 2, 2012**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning silicomanganese from Brazil, China, and Ukraine (Inv. Nos. 731-TA-671-673 (Third Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).**

Name of firm _____	
Address _____	
City _____	State _____ Zip Code _____
World Wide Web address _____	
Has your firm imported silicomanganese (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 2006?	
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b>	(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 investigations or reviews 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 investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone:	_____ E-mail address
	_____ Fax:	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **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.

\_\_\_\_\_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.

I-2. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

No  Yes--List the following information.

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

**PART I.--GENERAL INFORMATION--Continued**

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing silicomanganese from Brazil, China, and Ukraine into the United States or that are engaged in exporting silicomanganese from Brazil, China, and Ukraine to the United States?

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

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

No  Yes--List the following information.

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

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on silicomanganese. More than one answer may be applicable.

- Importer of record  Takes title to the imported product(s)  
 Consignee of the imported product(s)  Customs broker or freight forwarder

**PART I.--GENERAL INFORMATION--Continued**

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

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters silicomanganese into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones       No       Yes
- Bonded warehouses       No       Yes

I-10. **TIB.**--Please indicate whether your firm imports silicomanganese under the TIB (temporary importation under bond) program.

- No       Yes

I-11. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected market conditions for silicomanganese?

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

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I-12. **Other investigations.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

- No       Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from **Russell Duncan (202-708-4727, [russell.duncan@usitc.gov](mailto:russell.duncan@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 importation of silicomanganese since January 1, 2006.

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

office/warehouse openings..... \_\_\_\_\_

\_\_\_\_\_

office/warehouse closings ..... \_\_\_\_\_

\_\_\_\_\_

relocations ..... \_\_\_\_\_

\_\_\_\_\_

expansions..... \_\_\_\_\_

\_\_\_\_\_

acquisitions..... \_\_\_\_\_

\_\_\_\_\_

consolidations..... \_\_\_\_\_

\_\_\_\_\_

prolonged shutdowns or  
production curtailments..... \_\_\_\_\_

\_\_\_\_\_

revised labor agreements..... \_\_\_\_\_

\_\_\_\_\_

other (*e.g.*, technology) ..... \_\_\_\_\_

\_\_\_\_\_

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

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

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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**For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of silicomanganese in the future if the antidumping duty orders on silicomanganese from Brazil, China, and Ukraine were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

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II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of silicomanganese from Brazil, China, and Ukraine for delivery after March 31, 2012?

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

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II-6. **Reasons for importing if producer.**--If your firm also produces silicomanganese in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from Brazil.**--Does your firm import silicomanganese from Brazil?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of silicomanganese imported from Brazil by your firm during the specified periods. (See definitions in the instruction booklet.)

## Brazil

Item	Quantity (in short tons), value (in \$1,000)							January-March	
	Calendar year						2011	2012	
	2006	2007	2008	2009	2010	2011			
<b>Beginning-of-period inventories</b> (quantity) (A)									
<b>Imports:</b>									
Quantity (B)									
Value (C)									
<b>U.S. shipments:</b>									
<b>Commercial shipments:</b>									
Quantity (D)									
Value (E)									
<b>Internal consumption/ company transfers:</b>									
Quantity (F)									
Value <sup>1</sup> (G)									
<b>Export shipments:<sup>2</sup></b>									
Quantity (H)									
Value (I)									
<b>End-of-period inventories</b> (quantity) (J)									
<b>Channels of distribution:</b>									
U.S. shipments to distributors (quantity) (K)									
U.S. shipments to end users (quantity) (L)									
<p><sup>1</sup> Are values of sales to related parties (internal consumption or transfer reported in line G) reported at fair market value pursuant to Commission instruction? <input type="checkbox"/> Yes <input type="checkbox"/> No In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide the specific formula or methodology for arriving at the value data reported in that line.</p> <p>_____</p> <p>_____</p>									
<p><sup>2</sup> Identify your principal export markets: _____</p>									

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

II-7b. **Imports from China.**--Does your firm import silicomanganese from China?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of silicomanganese imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

## China

Item	Quantity (in short tons), value (in \$1,000)							January-March	
	Calendar year						2011	2012	
	2006	2007	2008	2009	2010	2011			
<b>Beginning-of-period inventories</b> (quantity) (A)									
<b>Imports:</b>									
Quantity (B)									
Value (C)									
<b>U.S. shipments:</b>									
<b>Commercial shipments:</b>									
Quantity (D)									
Value (E)									
<b>Internal consumption/     company transfers:</b>									
Quantity (F)									
Value <sup>1</sup> (G)									
<b>Export shipments:<sup>2</sup></b>									
Quantity (H)									
Value (I)									
<b>End-of-period inventories</b> (quantity) (J)									
<b>Channels of distribution:</b>									
U.S. shipments to distributors (quantity) (K)									
U.S. shipments to end users (quantity) (L)									
<p><sup>1</sup> Are values of sales to related parties (internal consumption or transfer reported in line G) reported at fair market value pursuant to Commission instruction? <input type="checkbox"/> Yes <input type="checkbox"/> No In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide the specific formula or methodology for arriving at the value data reported in that line.</p> <p>_____</p> <p>_____</p>									
<p><sup>2</sup> Identify your principal export markets: _____</p>									



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

II-7c. **Imports from Ukraine.**--Does your firm import silicomanganese from Ukraine?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of silicomanganese imported from Ukraine by your firm during the specified periods. (See definitions in the instruction booklet.)

## Ukraine

Item	Quantity (in short tons), value (in \$1,000)							January-March	
	Calendar year						2011	2012	
	2006	2007	2008	2009	2010	2011			
<b>Beginning-of-period inventories</b> (quantity) (A)									
<b>Imports:</b>									
Quantity (B)									
Value (C)									
<b>U.S. shipments:</b>									
<b>Commercial shipments:</b>									
Quantity (D)									
Value (E)									
<b>Internal consumption/   company transfers:</b>									
Quantity (F)									
Value <sup>1</sup> (G)									
<b>Export shipments:<sup>2</sup></b>									
Quantity (H)									
Value (I)									
<b>End-of-period inventories</b> (quantity) (J)									
<b>Channels of distribution:</b>									
U.S. shipments to distributors (quantity) (K)									
U.S. shipments to end users (quantity) (L)									
<sup>1</sup> Are values of sales to related parties (internal consumption or transfer reported in line G) reported at fair market value pursuant to Commission instruction? <input type="checkbox"/> Yes <input type="checkbox"/> No In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide the specific formula or methodology for arriving at the value data reported in that line. <hr/> <hr/>									
<sup>2</sup> Identify your principal export markets: _____ <hr/>									

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

II-7d. **Imports from nonsubject sources.**--Does your firm import silicomanganese from sources other than Brazil, China, or Ukraine (*i.e.*, nonsubject)?

- No.       Yes-- Report your firm's imports and your firm's shipments and inventories of silicomanganese imported from sources other than Brazil, China, or Ukraine (*i.e.*, nonsubject) by your firm during the specified periods. (See definitions in the instruction booklet.)

## All other sources

Quantity (in short tons), value (in \$1,000)								
Item	Calendar year						January-March	
	2006	2007	2008	2009	2010	2011	2011	2012
<b>Beginning-of-period inventories</b> (quantity) (A)								
<b>Imports:</b>								
Quantity (B)								
Value (C)								
<b>U.S. shipments:</b>								
<b>Commercial shipments:</b>								
Quantity (D)								
Value (E)								
<b>Internal consumption/     company transfers:</b>								
Quantity (F)								
Value <sup>1</sup> (G)								
<b>Export shipments:<sup>2</sup></b>								
Quantity (H)								
Value (I)								
<b>End-of-period inventories</b> (quantity) (J)								
<b>Channels of distribution:</b>								
U.S. shipments to distributors (quantity) (K)								
U.S. shipments to end users (quantity) (L)								
<sup>1</sup> Are values of sales to related parties (internal consumption or transfer reported in line G) reported at fair market value pursuant to Commission instruction? <input type="checkbox"/> Yes <input type="checkbox"/> No In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide the specific formula or methodology for arriving at the value data reported in that line. <hr/> <hr/>								
<sup>2</sup> Identify your principal export markets: _____ <hr/>								

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

**II-8. Reconciliation of import data.--**

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile?  Yes  No--(Please explain: \_\_\_\_\_)

$D + F = K + L$

Do these data reconcile?  Yes  No--( Please explain: \_\_\_\_\_)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2006 should equal line A of year 2007). Do these data reconcile for each adjacent calendar year?

Yes.

No--Please explain.

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**For questions II-9 and II-10, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.**

- II-9. **Effect of order.--**Describe the significance of the existing antidumping duty orders covering imports of silicomanganese from Brazil, China, and Ukraine in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of silicomanganese in the future if the antidumping duty order on silicomanganese from Brazil, China, and Ukraine were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation for any trends or projections you may provide.

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

Further information on this part of the questionnaire can be obtained from **Amelia Preece (202-205-3250, [amelia.preece@usitc.gov](mailto:amelia.preece@usitc.gov))**.

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

**PRICE DATA**

III-1. This question requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2006 of the following products you imported from Brazil, China, and/or the Ukraine:

**Product 1.**--ASTM grade B bulk silicomanganese sold to steel producers under quarterly requirement contracts

**Product 2.**-- ASTM grade B bulk silicomanganese sold as spot sales

**Please note that 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 you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

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

III-1a. **Price data (Brazil).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Brazil and sold by your firm.

## Brazil

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2012:</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 U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_

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

III-1b. **Price data (China).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

## China

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2012:</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 U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_

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

III-1c. **Price data (Ukraine).**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from the Ukraine and sold by your firm.

## Ukraine

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2006:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2010:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2011:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2012:</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 U.S. point of shipment.  
<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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

Product 1: \_\_\_\_\_  
 Product 2: \_\_\_\_\_



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

III-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of silicomanganese (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Pricing terms for silicomanganese.**--

(a) What are your firm's typical sales terms for its imported silicomanganese?

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

(b) On what basis are your prices of imported silicomanganese usually quoted? (*check one*)

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

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of its imported silicomanganese from Brazil, China, and/or Ukraine in 2011 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2011 sales</u>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

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

III-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for silicomanganese from Brazil, China, and/or Ukraine (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)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-7. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of silicomanganese imported from Brazil, China, and/or Ukraine?

<u>Source</u>	<u>Share of 2011 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

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

**III-8. Shipping information.--**

- (a) What is the approximate percentage of the total delivered cost of silicomanganese imported from Brazil, China, and/or the Ukraine that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ %
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 your firm                       purchaser (check one)
- (c) When you sell silicomanganese imported from Brazil, China, and/or the Ukraine, from where is it shipped?  
 point of importation                       storage facility (check one)
- (d) Indicate the approximate percentage of your sales of silicomanganese imported from Brazil, China, and/or the Ukraine that are delivered the following distances from your U.S. point of shipment.

<b>Distance from your U.S. point of shipment</b>	<b>Share</b>
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100</b> %

- III-9. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of silicomanganese imported from any source? (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"/>

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

III-10. **End uses.**--List the end uses of the silicomanganese that you import from Brazil, China, and/or the Ukraine. For each end-use product, what percentage of the total cost is accounted for by silicomanganese and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Silicomanganese (percent)	Other inputs (percent)	
Steel (integrated mill)	%	%	100%
Steel (electric arc furnace)	%	%	100%
	%	%	100%

III-11. **Changes in end uses.**-- Have there been any changes in the end uses of silicomanganese since 2006? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-12. **Substitutes.**-- Can other products be substituted for silicomanganese?

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

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

III-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for silicomanganese since 2006? Do you anticipate any future changes?

<b>Changes in substitutes</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for silicomanganese since 2006? Also discuss any anticipated changes in your raw material costs.

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III-15. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced silicomanganese in the U.S. market since 2006?

No                       Yes--Please provide details.

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III-16. **Availability of "subject" import supply.**--

(a) Do you anticipate any changes in terms of the availability of silicomanganese imported from Brazil, China, and/or the Ukraine in the U.S. market?

Increase                       No change                       Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

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

III-17. **Availability of “nonsubject” import supply.**--Has the availability of **NONSUBJECT** silicomanganese (*i.e.*, silicomanganese imported from countries other than Brazil, China, and the Ukraine) changed since 2006?

No             Yes--Please explain.

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III-18. **Export constraints.**--Describe how easily your firm can shift its sales of silicomanganese between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting silicomanganese between the U.S. and alternative country markets within a 12-month period.

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III-19. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of silicomanganese since 2006? Do you anticipate any future changes?

<b>Changes in product range, product mix, or marketing</b>	<b>No</b>	<b>Yes</b>	<b>Explain</b>
Changes since 2006	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-20. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for silicomanganese has changed since January 1, 2006, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
<b>Demand since 2006</b>					
<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"/>	
<b>Anticipated future demand</b>					
<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"/>	

III-21. **Conditions of competition.**--

(a) Is the silicomanganese market subject to business cycles or conditions of competition (including seasonal business) distinctive to silicomanganese?

No (skip to question III-22).                       Yes-- Please describe and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for silicomanganese since January 1, 2006?

No                       Yes-- Please describe.

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

III-22. **Price comparisons.**--Please compare market prices of silicomanganese in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

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III-23. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss silicomanganese supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, China, and Ukraine, and (3) the world as a whole. Of particular interest is such data from 2006 to the present and forecasts for the future.

III-24. **Interchangeability by country-pair.**--Is silicomanganese produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

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

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

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

III-25. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between silicomanganese produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

<b>Country-pair</b>	Brazil	China	Ukraine	Other countries
United States				
Brazil	X			
China	X	X		
Ukraine	X	X	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of silicomanganese, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/>				