

U.S. IMPORTERS' QUESTIONNAIRE

FERROSILICON FROM RUSSIA AND VENEZUELA

This questionnaire must be received by the Commission by no later than **August 2, 2013**

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 antidumping investigations concerning ferrosilicon from Russia and Venezuela (Inv. Nos. 731-TA-1224-1225 (Preliminary)). 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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported ferrosilicon (as defined in the instruction booklet) from any country at any time since January 1, 2010?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (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)
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: FESI)

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

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

Foreign trade zones No Yes

Bonded warehouses No Yes

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

No Yes

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

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (amy.sherman@usitc.gov; 202-205-3289). **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 ferrosilicon since January 1, 2010.

- (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. **Arranged imports.**--Has your firm imported or arranged for the importation of ferrosilicon from Russia and/or Venezuela for delivery after **March 31, 2013**?

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

Quantity (in short tons of contained silicon), value (in \$1,000)				
Period/Source	Apr-Jun 2013	Jul-Sept 2013	Oct-Dec 2013	Jan-Mar 2014
Russia:				
Quantity of imports				
Value of imports				
Venezuela:				
Quantity of imports				
Value of imports				
Other sources:¹				
Quantity of imports				
Value of imports				

¹ Identify your other sources: _____

II-4. **Reasons for importing.**--If your firm also produces ferrosilicon in the United States, please indicate the reasons for importing this product. If your firm's reasons differ by source, please elaborate.

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

II-5a. **IMPORTS FROM RUSSIA.**—Report your firm's imports and your firm's shipments and inventories of ferrosilicon imported from Russia by your firm during the specified periods. (See definitions in the instruction booklet.)

RUSSIA

Quantity (in short tons of contained silicon), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. shipments:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ² of internal consumption/transfers					
Export shipments: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to steel producers (<i>quantity</i>)					
U.S. shipments to iron foundries (<i>quantity</i>)					
U.S. shipments to other end users (<i>quantity</i>)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____

³ Identify your firm's principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-5b. **IMPORTS FROM VENEZUELA.**--Report your firm's imports and your firm's shipments and inventories of ferrosilicon imported from Venezuela by your firm during the specified periods. (See definitions in the instruction booklet.)

VENEZUELA

Quantity (in short tons of contained silicon), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. shipments:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ² of internal consumption/transfers					
Export shipments: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to steel producers (<i>quantity</i>)					
U.S. shipments to iron foundries (<i>quantity</i>)					
U.S. shipments to other end users (<i>quantity</i>)					

¹ Please identify the foreign producers, if known: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____

³ Identify your firm's principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-5c. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of ferrosilicon imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons of contained silicon), value (in \$1,000)					
Item	Calendar years			January-March	
	2010	2011	2012	2012	2013
Beginning-of-period inventories (<i>quantity</i>)					
Imports: ¹					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. shipments:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ² of internal consumption/transfers					
Export shipments: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
End-of-period inventories ⁴ (<i>quantity</i>)					
Channels of distribution:					
U.S. shipments to distributors (<i>quantity</i>)					
U.S. shipments to steel producers (<i>quantity</i>)					
U.S. shipments to iron foundries (<i>quantity</i>)					
U.S. shipments to other end users (<i>quantity</i>)					
¹ Please identify the sources and foreign producers, if known: _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that your firm uses a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your firm's principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michele Breaux (202-205-2781, Michele.breaux@usitc.gov)

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

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

III-2. These questions requests quarterly price and quantity data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated U.S. customers since January 1, 2010 of the following products your firm imported from China, Russia, and Venezuela and sold to steel producers:

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; 0.50 percent or less 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). See instruction booklet.

PART III.--PRICING AND RELATED INFORMATION--Continued

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

RUSSIA

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

<i>(Quantity in short tons of contained silicon, value in dollars)</i>								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk shipments		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

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

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

Product 1: _____

Product 2: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

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

VENEZUELA

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

<i>(Quantity in short tons of contained silicon, value in dollars)</i>								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk shipments		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

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

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

Product 1: _____

Product 2: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

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

CHINA

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

<i>(Quantity in short tons of contained silicon, value in dollars)</i>								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk shipments		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.

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

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

Product 1: _____

Product 2: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

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

CANADA

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

<i>(Quantity in short tons of contained silicon, value in dollars)</i>								
Period of shipment	Product 1				Product 2			
	Bulk		Super Sack		Bulk shipments		Super Sack	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2010:								
January-March								
April-June								
July-September								
October-December								
2011:								
January-March								
April-June								
July-September								
October-December								
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your firm's U.S. point of shipment.
² Pricing product definitions are provided on the first page of Part III.

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

Product 1: _____
 Product 2: _____

PART III.--PRICING AND RELATED INFORMATION--Continued

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of ferrosilicon (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

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

III-4. **Packaging.**—

(a) How does your firm typically charge its customers for packaging of ferrosilicon imported from Russia and Venezuela?

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

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

Packaging Method	Cost per Short Ton
Super Sack	
Pallet Boxes	
Drums	
25 Pound Bag	
50 Pound Bag	
Other:	

III-5. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

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

PART III.--PRICING AND RELATED INFORMATION--Continued

III-6. Pricing terms for ferrosilicon.--

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

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

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

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

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of ferrosilicon imported from Russia and Venezuela in 2012 were 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 2012 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

PART III.--PRICING AND RELATED INFORMATION--Continued

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

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
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-9. **Steel producer vs. iron foundries.**— Would your firm's responses to Question III-3 to III-8 vary depending on customer type (for example, steel producers vs. non-steel producing customers)?

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

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

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From your firm's U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

PART III.--PRICING AND RELATED INFORMATION--Continued

III-11. Shipping information.—

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

Distance from your firm's U.S. point of shipment	Share of 2012 sales
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

III-12. Geographical shipments--What is the geographic market area in the United States served by your firm's shipments of ferrosilicon imported from subject countries? (check all that apply)

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

PART III.--PRICING AND RELATED INFORMATION--Continued

III-13. **End uses**--Describe the end uses of the ferrosilicon that your firm imports from Russia and Venezuela and estimate the percent of total production cost that is accounted for by ferrosilicon and by other inputs (such as labor, energy, and other raw materials).

End use products	Share of total cost of end use product(s) accounted for by				Total
	Ferrosilicon		Other inputs		
	%	+	%	=	100%
	%	+	%	=	100%
	%	+	%	=	100%

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

No Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for ferrosilicon?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Demand trends**-- Indicate how demand within the United States and outside of the United States (if known) for ferrosilicon has changed since January 1, 2010. 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"/>	

PART III.--PRICING AND RELATED INFORMATION--Continued

III-16. **Product changes.**--Have there been any significant changes in the product mix or marketing of ferrosilicon since January 1, 2010?

- No Yes-- Please describe.

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

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

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

If yes, describe below.

Business cycles	
Other conditions of competition	

(b) Have there been any changes in the business cycles or conditions of competition for ferrosilicon since January 1, 2010?

- No Yes-- Please describe.

PART III.--PRICING AND RELATED INFORMATION--Continued

III-18. **Supply constraints.**--Has your firm refused, declined, or been unable to supply ferrosilicon since January 1, 2010 (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-- Please describe.

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

PART III.--PRICING AND RELATED INFORMATION--Continued

III-22. **Customer Identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for ferrosilicon since January 1, 2010. Indicate the share of the quantity of your firm's total shipments of ferrosilicon that each of these customers accounted for in 2012.

Customer's name		Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2012 sales (%)
1					Street Address City ' State Zip Code	
2					Street Address City ' State Zip Code	
3					Street Address City ' State Zip Code	
4					Street Address City ' State Zip Code	
5					Street Address City ' State Zip Code	
6					Street Address City ' State Zip Code	
7					Street Address City ' State Zip Code	
8					Street Address City ' State Zip Code	
9					Street Address City ' State Zip Code	
10					Street Address City ' State Zip Code	