

U.S. IMPORTERS' QUESTIONNAIRE

SILICOMANGANESE FROM AUSTRALIA

This questionnaire must be received by the Commission by **December 11, 2015**

*See last page 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 concerning silicomanganese from Australia (inv. No. 731-TA-1269 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>Website _____</p> <p>Has your firm imported silicomanganese (as defined on next page) from any country at any time since January 1, 2012?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return <b>only</b> this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)</p> <p>Return questionnaire via the U.S. International Trade Commission <i>Drop Box</i> by clicking on the following link: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a>. (PIN: SIMN)</p>
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CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

_____ Name of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	Phone: _____	_____ Email address
	Fax: _____	

**PART I.—GENERAL INFORMATION**

**Background.** This proceeding was instituted in response to a petition filed on February 19, 2015, by Felman Production LLC, Letart, West Virginia. Antidumping duties may be assessed on the subject imports as a result of this proceeding 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. Questionnaires and other information pertinent to this proceeding are available at [http://www.usitc.gov/investigations/701731/2015/silicomanganese\\_australia/final.htm](http://www.usitc.gov/investigations/701731/2015/silicomanganese_australia/final.htm).

**Silicomanganese.** The scope of this investigation covers all forms, sizes and compositions of silicomanganese, except low-carbon silicomanganese, including silicomanganese briquettes, fines, and slag. Silicomanganese is a ferroalloy composed principally of manganese, silicon, and iron, and normally contains much smaller proportions of minor elements, such as carbon, phosphorus, and sulfur. Silicomanganese is sometimes referred to as ferrosilicon manganese. Silicomanganese generally contains by weight not less than 4 percent iron, more than 30 percent manganese, more than 8 percent silicon and not more than 0.2 percent phosphorus. Silicomanganese is properly classifiable under subheading 7202.30.0000 of the Harmonized Tariff Schedule of the United States (“HTSUS”).

Low-carbon silicomanganese is excluded from the scope of this investigation. It is sometimes referred to as ferromanganese-silicon. The low-carbon silicomanganese excluded from this investigation is a ferroalloy with the following chemical specifications by weight: minimum 55 percent manganese, minimum 27 percent silicon, minimum 4 percent iron, maximum 0.10 percent phosphorus, maximum 0.10 percent carbon, and maximum 0.05 percent sulfur. Low-carbon silicomanganese is classifiable under HTSUS subheading 7202.30.0000. The HTSUS subheadings are provided for convenience and customs purposes. The written description of the scope is dispositive.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing product (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**Reporting of information.**-- If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

**Confidentiality.**--The commercial and financial data furnished in response to this questionnaire 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 this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

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

I-1a. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. 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 importation of silicomanganese, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

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

No       Yes--List the following information

Firm name	Address	Extent of ownership (percent)

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

No       Yes--List the following information.

Firm name	Address	Affiliation

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

No       Yes--List the following information.

Firm name	Address	Affiliation

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

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

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

Firm name	Address	Contact person and phone number

I-8. **FTZ, TIB, or bonded warehouses.**--Please indicate whether your firm enters silicomanganese into, or withdraws such merchandise from, foreign trade zones or bonded warehouses. Also indicate whether your firm imports silicomanganese under the TIB (temporary importation under bond) program.

**"Foreign trade zone"** is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise, as well as other savings. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

**"Bonded warehouse"** is a secured facility supervised by U.S. customs, where dutiable landed imports are stored pending their re-export, or release after payment of import duties, taxes, and other charges. A bonded warehouse must be designed as such pursuant to the rules and procedures set forth in 19 U.S. Code § 1555.

**"Temporary Importation under Bond ("TIB") program"** is a procedure whereby imported merchandise may be entered under certain conditions for a limited time into the United States free of duty. Under the program, an importer posts a bond for twice the amount of duty, taxes, etc. that would otherwise be owed on the importation and agrees to export or destroy the merchandise within a specified time or pay liquidated damages. This program is restricted to certain categories of merchandise listed in subheadings 9813.00.05 through 9813.00.75 of the Harmonized Tariff Schedule of the United States (HTS).

	<b>No</b>	<b>Yes</b>
<b>Foreign trade zones</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Bonded warehouses</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Temporary importation under bond</b>	<input type="checkbox"/>	<input type="checkbox"/>

I-9. **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 Michael Szustakowski (202-205-3169, [mgs@usitc.gov](mailto:mgs@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, 2012. Please include as an attachment to this questionnaire any contemporary business records (e.g., marketing plans, business plans, management reports, presentations) documenting the reasons for any of the following changes in operations.

<i>(check as many as appropriate)</i>		<i>(please describe)</i>
<input type="checkbox"/>	Office/warehouse openings	
<input type="checkbox"/>	Office/warehouse closings	
<input type="checkbox"/>	Relocations	
<input type="checkbox"/>	Expansions	
<input type="checkbox"/>	Acquisitions	
<input type="checkbox"/>	Consolidations	
<input type="checkbox"/>	Prolonged shutdowns or importation curtailments	
<input type="checkbox"/>	Revised labor agreements	
<input type="checkbox"/>	Other ( <i>e.g.</i> , technology)	

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of silicomanganese for delivery on or after **October 1, 2015**?

**"Arranged imports"** are imports for which your firm has placed an order with a foreign producer for subject merchandise, but delivery of those imports is not scheduled to occur until after the date listed above.

No                       Yes--Fill out the table below.

<b>Quantity (in short tons)</b>				
<b>Period/Source</b>	<b>Oct-Dec 2015</b>	<b>Jan-Mar 2016</b>	<b>Apr-Jun 2016</b>	<b>Jul-Sept 2016</b>
<b>Australia</b>				
<b>Other sources:<sup>1</sup></b>				
<sup>1</sup> Identify your other sources:				

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



**Definitions**

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

**"Import quantities"** –Quantities reported should be net of returns.

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

**"U.S. commercial shipments"** – Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

**"Internal consumption"** –Product consumed internally by your firm.

**"Transfers to related firms"** –Shipments made to related domestic firms. Such transactions are valued at fair market value.

**"Related firm"** –A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

**"Export shipments"** – Shipments to destinations outside the United States, including shipments to related firms.

**"Inventories"** --Finished goods inventory, not raw materials or work in progress.

II-5. **IMPORTS FROM AUSTRALIA.**—Report your firm’s imports and your firm’s shipments and inventories of silicomanganese imported from Australia by your firm during the specified periods. [+Link to definitions](#)

## AUSTRALIA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> 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>2</sup> (G)					
<b>Export shipments:</b> <sup>3</sup> Quantity (H)					
Value (I)					
<b>End-of-period inventories</b> (quantity) (J)					
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)					
To end users (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> 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: \_\_\_\_\_.

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_.

II-5. **IMPORTS FROM AUSTRALIA.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2012	2013	2014	2014	2015
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-September	
	2012	2013	2014	2014	2015
K + L – D = zero ("0"), if not revise.	0	0	0	0	0

II-6. **Imports of low-carbon silicomanganese from Australia.**—The scope of this investigation includes silicomanganese except low-carbon silicomanganese ([+Link to product description](#)). Imports of all silicomanganese products typically enter under the following HTS statistical reporting number: 7202.30.0000.

Did your firm import low-carbon silicomanganese or other out-of-scope merchandise from Australia under HTS statistical reporting number 7202.30.0000? Such imports should be reported in the table below but should not be included in II-5.

No                       Yes—Please report the quantity and value below.

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					

II-7. **IMPORTS FROM GEORGIA.**—Report your firm’s imports and your firm’s shipments and inventories of silicomanganese imported from Georgia by your firm during the specified periods. [+Link to definitions](#)

## GEORGIA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> 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>2</sup> (G)					
<b>Export shipments:</b> <sup>3</sup> Quantity (H)					
Value (I)					
<b>End-of-period inventories</b> (quantity) (J)					
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)					
To end users (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> 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: \_\_\_\_\_.

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_.

II-7. **IMPORTS FROM GEORGIA.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2012	2013	2014	2014	2015
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-September	
	2012	2013	2014	2014	2015
K + L – D = zero ("0"), if not revise.	0	0	0	0	0

II-8. **Imports of low-carbon silicomanganese from Georgia.**—The scope of this investigation includes silicomanganese except low-carbon silicomanganese ([+Link to product description](#)). Imports of all silicomanganese products typically enter under the following HTS statistical reporting number: 7202.30.0000.

Did your firm import low-carbon silicomanganese or other out-of-scope merchandise from Georgia under HTS statistical reporting number 7202.30.0000? Such imports should be reported in the table below but should not be included in II-7.

No                       Yes—Please report the quantity and value below.

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					

II-9. **IMPORTS FROM SOUTH AFRICA.**—Report your firm's imports and your firm's shipments and inventories of silicomanganese imported from South Africa by your firm during the specified periods. [+Link to definitions](#)

## SOUTH AFRICA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> 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>2</sup> (G)					
<b>Export shipments:</b> <sup>3</sup> Quantity (H)					
Value (I)					
<b>End-of-period inventories</b> (quantity) (J)					
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)					
To end users (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> 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: \_\_\_\_\_.

<sup>3</sup> Identify your firm's principal export markets: \_\_\_\_\_.

II-9. **IMPORTS FROM SOUTH AFRICA.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**—Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2012	2013	2014	2014	2015
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**RECONCILIATION OF CHANNELS.**—Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-September	
	2012	2013	2014	2014	2015
K + L – D = zero ("0"), if not revise.	0	0	0	0	0

II-10. **Imports of low-carbon silicomanganese from South Africa.**—The scope of this investigation includes silicomanganese except low-carbon silicomanganese ([+Link to product description](#)). Imports of all silicomanganese products typically enter under the following HTS statistical reporting number: 7202.30.0000.

Did your firm import low-carbon silicomanganese or other out-of-scope merchandise from South Africa under HTS statistical reporting number 7202.30.0000? Such imports should be reported in the table below but should not be included in II-9.

No                       Yes—Please report the quantity and value below.

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					

II-11. **IMPORTS FROM ALL OTHER SOURCES COMBINED.**—Report your firm’s imports and your firm’s shipments and inventories of silicomanganese imported from all other sources combined by your firm during the specified periods. [+Link to definitions](#)

**ALL OTHER SOURCES COMBINED**

**(list sources: \_\_\_\_\_)**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Beginning-of-period inventories</b> (quantity) (A)					
<b>Imports:</b> <sup>1</sup> 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>2</sup> (G)					
<b>Export shipments:</b> <sup>3</sup> Quantity (H)					
Value (I)					
<b>End-of-period inventories</b> (quantity) (J)					
<b>Channels of distribution:</b> <b>Commercial U.S. shipments:</b> To distributors (quantity) (K)					
To end users (quantity) (L)					

<sup>1</sup> Please identify the foreign producers, if known: \_\_\_\_\_.

<sup>2</sup> 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: \_\_\_\_\_.

<sup>3</sup> Identify your firm’s principal export markets: \_\_\_\_\_.



**II-11. IMPORTS FROM ALL OTHER SOURCES COMBINED.**—Continued

**RECONCILIATION OF SHIPMENTS, IMPORTS, AND INVENTORIES.**--Generally, the data reported for the end-of-period inventories (i.e., line J) should be equal to the beginning-of-period inventories (i.e., line A), plus imports (i.e., line B), less total shipments (i.e., lines D, F, and H). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

Reconciliation	Calendar years			January-September	
	2012	2013	2014	2014	2015
A + B – D – F – H – J = should equal zero ("0") or provide an explanation. <sup>1</sup>	0	0	0	0	0
<sup>1</sup> Explanation if the calculated fields above are returning values other than zero (i.e., "0") but are nonetheless accurate: _____.					

**RECONCILIATION OF CHANNELS.**--Please ensure that the quantities reported for channels of distribution (i.e., lines K and L) in each time period equal the quantity reported for commercial U.S. commercial shipments (i.e., line D) in each time period. If the calculated fields below return values other than zero (i.e., "0"), the data reported must be revised prior to submission to the Commission.

Reconciliation item	Calendar years			January-September	
	2012	2013	2014	2014	2015
K + L – D = zero ("0"), if not revise.	0	0	0	0	0

**II-12. Imports of low-carbon silicomanganese from all other sources combined.**—The scope of this investigation includes silicomanganese except low-carbon silicomanganese ([+Link to product description](#)). Imports of all silicomanganese products typically enter under the following HTS statistical reporting number: 7202.30.0000.

Did your firm import low-carbon silicomanganese or other out-of-scope merchandise from all other sources combined under HTS statistical reporting number 7202.30.0000? Such imports should be reported in the table below but should not be included in II-11.

No                       Yes—Please report the quantity and value below.

(list sources: \_\_\_\_\_)

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2012	2013	2014	2014	2015
<b>Imports:</b> <sup>1</sup>					
Quantity (B)					
Value (C)					

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

Further information on this part of the questionnaire can be obtained from Tana Farrington (202-205-2389, Tana.Farrington@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. This question requests quarterly quantity and value data for your firm's **commercial shipments to unrelated U.S. customers** or **direct imports for your own use or transfers to related U.S. customers** since January 1, 2012 of the following products your firm imported from Australia, Georgia, and/or South Africa:

**Product 1.-- Standard grade (65-68% Mn) bulk silicomanganese sold to distributors under contracts**

**Product 2.-- Standard grade (65-68% Mn) bulk silicomanganese sold to steel producers under contracts**

**Product 3.-- Standard grade (65-68% Mn) bulk silicomanganese sold to distributors as spot sales**

**Product 4.-- Standard grade (65-68% Mn) bulk silicomanganese sold to steel producers as spot sales**

**Contracts** are transactions over a quarterly or longer period, with prices either fixed or indexed to a published price.

**Spot sales** are transactions to be supplied within approximately two weeks forward in the spot market. (See *Ryan's Notes Price Assessment Methodology*).

Please note that values should be f.o.b, U.S. point of shipment and should not include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts, allowances, rebates, prepaid freight, and the value of returned goods).

During January 2012-September 2015, did your firm import from Australia, Georgia, and/or South Africa, and sell to **unrelated U.S. customers** any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the pricing data tables III-2(a-c) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question II-2(d).

During January 2012-September 2015, did your firm import any bulk silicomanganese other (e.g., 72% Mn content) than standard grade from Australia, Georgia, and/or South Africa, and sell to **unrelated U.S. customers**?

<input type="checkbox"/>	<b>Yes.</b> --Please contact Tana Farrington ( <a href="mailto:Tana.Farrington@usitc.gov">Tana.Farrington@usitc.gov</a> ) for further instruction.
<input type="checkbox"/>	<b>No.</b>

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

**Contracts are transactions over a quarterly or longer period, with prices either fixed or indexed to a published price.**

## AUSTRALIA

**Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.**

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1 Standard grade (65-68% Mn) Contract sales To distributors		Product 2 Standard grade (65-68% Mn) Contract sales To steel producers	
	Grade(s):		Grade(s):	
	Average manganese content:		Average manganese content:	
	Quantity	Value	Quantity	Value
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

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

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

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

Product 1:

Product 2:

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

**Spot sales are transactions to be supplied within approximately two weeks forward in the spot market. (See Ryan's Notes Price Assessment Methodology).**

## AUSTRALIA

**Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.**

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 3</b> Standard grade (65-68% Mn) Spot sales To distributors		<b>Product 4</b> Standard grade (65-68% Mn) Spot sales To steel producers	
	<b>Grade(s):</b>		<b>Grade(s):</b>	
	<b>Average manganese content:</b>		<b>Average manganese content:</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part 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 3:

Product 4:

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

**Contracts are transactions over a quarterly or longer period, with prices either fixed or indexed to a published price.**

## GEORGIA

**Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.**

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1 Standard grade (65-68% Mn) Contract sales To distributors		Product 2 Standard grade (65-68% Mn) Contract sales To steel producers	
	Grade(s):		Grade(s):	
	Average manganese content:		Average manganese content:	
	Quantity	Value	Quantity	Value
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

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

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

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

Product 1:

Product 2:

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

**Spot sales are transactions to be supplied within approximately two weeks forward in the spot market. (See Ryan's Notes Price Assessment Methodology).**

## GEORGIA

**Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.**

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 3 Standard grade (65-68% Mn) Spot sales To distributors		Product 4 Standard grade (65-68% Mn) Spot sales To steel producers	
	Grade(s):		Grade(s):	
	Average manganese content:		Average manganese content:	
	Quantity	Value	Quantity	Value
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part 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 3:

Product 4:

III-2(c). **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from South Africa and sold by your firm to unrelated U.S. customers.

**Contracts are transactions over a quarterly or longer period, with prices either fixed or indexed to a published price.**

## SOUTH AFRICA

**Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.**

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1 Standard grade (65-68% Mn) Contract sales To distributors		Product 2 Standard grade (65-68% Mn) Contract sales To steel producers	
	Grade(s):		Grade(s):	
	Average manganese content:		Average manganese content:	
	Quantity	Value	Quantity	Value
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

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

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

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

Product 1:

Product 2:



III-2(c). **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from South Africa and sold by your firm to unrelated U.S. customers.

**Spot sales are transactions to be supplied within approximately two weeks forward in the spot market. (See Ryan's Notes Price Assessment Methodology).**

## SOUTH AFRICA

**Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.**

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 3</b> Standard grade (65-68% Mn) Spot sales To distributors		<b>Product 4</b> Standard grade (65-68% Mn) Spot sales To steel producers	
	<b>Grade(s):</b>		<b>Grade(s):</b>	
	<b>Average manganese content:</b>		<b>Average manganese content:</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

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

<sup>2</sup> Pricing product definitions are provided on the first page of Part 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 3:

Product 4:

During January 2012-September 2015, did your firm directly import from Australia **for your firm's own use or transfer to a related party** in the United States any of the above listed products (or any products that were competitive with these products)?

<input type="checkbox"/>	<b>Yes.</b> --Please complete the pricing table III-2(d) and question III-2(e) as appropriate.
<input type="checkbox"/>	<b>No.</b> --Skip to question III-2(f).

III-2(d). **Imports for own use.**--Report below the quarterly landed duty-paid cost<sup>1</sup> data for standard grade silicomanganese (65-68% Mn) imported from Australia for your firm's own use and/or transferred to a related firm in the United States.

Please note that values should be net **landed, duty-paid** and should not include U.S.-inland transportation costs. Net LDP values should reflect the *final net* amount paid by your firm to the foreign supplier, plus all insurance and freight costs incurred for international transportation and logistics, as well as all Customs duties, fees, and brokerage costs associated with clearance through U.S. Customs (e.g., should reflect the cleared cost of goods FOB U.S. port of entry). As noted above, net LDP values do not include any inland U.S. transportation costs.

## AUSTRALIA – DIRECT IMPORTS

Report data in actual short tons and actual dollars (not 1,000s). Also report the specific grade(s) (e.g. grade B, grade C) and average manganese content for each product.

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Standard grade Bought under contracts		Standard grade Bought as spot sales	
	Grade(s):		Grade(s):	
	Average manganese content:		Average manganese content:	
	Quantity	Landed, duty-paid Value <sup>1</sup>	Quantity	Landed, duty-paid Value <sup>1</sup>
<b>2012:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2013:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2014:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2015:</b>				
January-March				
April-June				
July-September				

<sup>1</sup> Net values (*i.e.*, landed duty-paid values net all discounts, returns, allowances, rebates, prepaid freight, and the value of returned goods). Moreover, please note that landed duty-paid values are NOT the sales prices at which your firm sells or transfers silicomanganese to related parties.

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

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

Product 1:

Product 2:

III-2(e). **Additional costs for your direct imports of silicomanganese for your firm's own use or company transfer.**

**Additional direct import costs.**--There may be additional costs, charges, or expenses incurred by U.S. importers relating to the sourcing, logistics, or international supply chain (e.g., supply chain costs, warehousing costs, compliance costs, et cetera.) for their direct imports of silicomanganese into the United States.

- (i) If your firm reported direct import costs above (question III-2d), please identify the factors that add to your cost of importing directly since January 1, 2012, estimate the ratio to the landed duty-paid ("LDP") value the specified factor represents, and explain in detail the specific costs associated with each category.

Factors	Ratio of cost to the net LDP value <sup>1</sup> (percent)	Detailed explanation
Logistical or supply chain costs		
Warehousing costs		
Compliance costs		
Currency conversion costs		
Other		
<sup>1</sup> Since these are costs that are not included in the net LDP values reported, this ratio is understood to be the approximate percentage greater by which the specified additional direct import costs would increase the net LDP value if included.		

- (ii) To which source does your firm compare costs in determining your additional transaction costs to directly import?

U.S. Importers	U.S. Producers	Both	Neither
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (iii) If your firm reported data above (question III-2d), briefly identify the benefits of directly importing silicomanganese instead of purchasing silicomanganese from a U.S. importer or from a U.S. producer.

- (v) What is the approximate percentage of the total cost of silicomanganese you directly imported from Australia that is accounted for by U.S. inland transportation or other logistics costs from the port of importation to your distribution network, warehouses, or facilities?          percent.

- (v) If your firm directly imported silicomanganese from Australia for your firm's own use in the United States, did your firm ALSO purchase silicomanganese manufactured in the United States from U.S. producers? If so, please contact Tana Farrington ([Tana.Farrington@usitc.gov](mailto:Tana.Farrington@usitc.gov)) to obtain a purchaser questionnaire.

No                       Yes

III-2(f). **Pricing data methodology.**—Please describe the method and the kinds of documents/records that were used to compile your price data.

--

*Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.*

III-3. **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-4. **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-5. **Pricing terms.**--

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

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 silicomanganese from Australia usually quoted (*check one*)?

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of silicomanganese imported from Australia in 2014 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

	Type of sale				Total (should sum to 100.0%)
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	
<b>Share of 2014 sales</b>	%	%	%	%	0.0 %

III-7. **Contract provisions.**— Please fill out the table regarding your firm's typical sales contracts for silicomanganese from Australia (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 for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i># of days</i>		365	
Price renegotiation (during contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-8. **Price Indices.**--

(a) Does your firm base sales prices on published prices from the following sources?

No—Skip to question III-9.       Yes--Check all that apply to your firm.

Publication	<i>(Check all that apply)</i>
Ryan's Notes	<input type="checkbox"/>
Platt's Metal Week	<input type="checkbox"/>
U.S. import statistics	<input type="checkbox"/>
Source(s) other than those listed above <sup>1</sup>	<input type="checkbox"/>
<sup>1</sup> List the source(s) _____	

(b) What types of your firm's sales are based on these published prices?

<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	<b>Annual contracts</b> (multiple deliveries for 12 months)	<b>Short-term contracts</b> (multiple deliveries for less than 12 months)	<b>Spot sales</b> (for a single delivery)	<b>If other, describe</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(c) Please describe how your firm uses these published prices, including adjustments or discounts given and the type of purchaser.

(d) Since January 1, 2012, did your firm report its sales prices, on either a spot or contract basis, to Ryan's Notes, Platt's, or other publications?

	<b>No</b>	<b>Yes</b>	<b>If yes, please list the publication(s)</b>	<b>If yes, please indicate how frequently your firm reports its prices</b>
Spot sales prices	<input type="checkbox"/>	<input type="checkbox"/>		
Contract sales prices	<input type="checkbox"/>	<input type="checkbox"/>		

(e) If yes to III-25(d), does your firm know whether its reported prices were used in the published price index?

<b>No</b>	<b>Yes</b>	<b>If yes, please describe how your firm's reported prices were incorporated into the published price index, to the best of your knowledge.</b>
<input type="checkbox"/>	<input type="checkbox"/>	



III-9. **Lead times.**--What is your firm's share of sales of silicomanganese imported from Australia both from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of silicomanganese?

Source	Share of 2014 sales	Lead time (days)
From your firm's U.S. inventory	%	
From foreign manufacturers' inventory	%	
Produced to order	%	
<b>Total</b> (should sum to 100.0%)	0.0 %	

III-10. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of silicomanganese imported from Australia 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 silicomanganese imported from Australia, from where is it shipped?  
 Point of importation     Storage facility (*check one*)
- (d) Indicate the approximate percentage of your firm's sales of silicomanganese imported from Australia 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
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b> (should sum to 100.0%)	0.0 %

III-11. **Geographical shipments**--In which U.S. geographic market area(s) has your firm sold silicomanganese imported from Australia since January 1, 2012 (check all that apply)?

Geographic area	Australia
<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"/>

III-12. **End uses**--List the end uses of the silicomanganese that your firm imports from Australia. 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 (should sum to 100.0% across)
	Silicomanganese	Other inputs	
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

III-13. **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"/>	

III-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for silicomanganese has changed since January 1, 2012. 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-15. **Product changes.**--Have there been any significant changes in the product range, product mix or marketing of silicomanganese since January 1, 2012?

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

**III-16. Conditions of competition.—**

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

Check all that apply.	Please describe.
<input type="checkbox"/> <b>No</b>	Skip to question III-17.
<input type="checkbox"/> <b>Yes-Business cycles (e.g. seasonal business)</b>	
<input type="checkbox"/> <b>Yes-Other distinctive conditions of competition</b>	

(b) If yes, have there been any changes in the business cycles or conditions of competition for silicomanganese since January 1, 2012?

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

**III-17. Supply constraints.**--Has your firm refused, declined, or been unable to supply silicomanganese since January 1, 2012 (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, supply agreements/contract disputes, product quality complaints, lack of availability, etc.)?

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

**III-18. Raw materials.**-- How have silicomanganese raw materials prices changed since January 1, 2012?

Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for silicomanganese.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-19. **Interchangeability.**--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 O 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

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

Country-pair	Australia	Georgia	South Africa	Other countries
United States				
Australia	X			
Georgia	X	X		
South Africa	X	X	X	
For any country-pair producing silicomanganese which is <i>sometimes</i> or <i>never</i> interchangeable, please identify the country-pair and explain the factors that limit or preclude interchangeable use:				

III-20. **Factors other than price.**--Are differences other than price (*e.g.*, 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 O 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

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

Country-pair	Australia	Georgia	South Africa	Other countries
United States				
Australia	X			
Georgia	X	X		
South Africa	X	X	X	
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 purchases of silicomanganese, identify the country-pair and report the advantages or disadvantages imparted by such factors:				

III-21. **Customer identification**--List the names and contact information for your firm's 10 largest U.S. customers for silicomanganese since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of silicomanganese that each of these customers accounted for in 2014.

	Customer's name	City	State	Share of 2014 sales (%)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

III-22. **Other explanations**--If your firm would like to further explain a response to a question in Part III that did not provide a narrative response box, please note the question number and the explanation in the space provided below. Please also use this space to highlight any issues your firm had in providing the data in this section, including but not limited to technical issues with the MS Word questionnaire.

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## HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

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

at: [http://www.usitc.gov/investigations/title\\_7/2015/silicomanganese\\_australia/final.htm](http://www.usitc.gov/investigations/title_7/2015/silicomanganese_australia/final.htm).

***Please do not attempt to modify the format or permissions of the questionnaire document.*** Please submit the completed questionnaire 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 MS Word questionnaire 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:** SIMN

- **E-mail.**—E-mail the MS Word questionnaire to [mgs@usitc.gov](mailto:mgs@usitc.gov); 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.*

**If your firm did not import this product**, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

**Parties to this proceeding.**—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR §207.7). A list of such parties may be obtained from the Commission’s Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR §207.7). Service of the questionnaire must be made in paper form.