# **U.S. PRODUCERS' QUESTIONNAIRE**

# SILICON METAL FROM AUSTRALIA, BRAZIL, KAZAKHSTAN, AND NORWAY

This questionnaire must be received by the Commission by March 22, 2017

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 countervailing duty and antidumping investigations concerning silicon metal from Australia, Brazil, Kazakhstan, and Norway (Inv. Nos. 701-TA-567-569 and 731-TA-1343-1345 (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

City	Sta	te	Zip Co	ode			-
Website							_
Has your firm produce	d silicon metal (as defined on nex	t page) at a	ny time s	ince Januar	y 1, 2014?		
NO (Sign the	e certification below and promptly re	turn <b>only</b> thi	s page of t	the question	naire to the	Commission)	
YES (Comple	ete all parts of the questionnaire, and	return the e	entire ques	tionnaire to	the Commis	sion)	
	e via the U.S. International Trace://dropbox.usitc.gov/oinv/. (P			<i>Prop Box</i> b	y clicking (	on the	
	CERTIFIC	CATION					
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#### PART I.--GENERAL INFORMATION

**Background.**--This proceeding was instituted in response to a petition filed on March 8, 2017, by Globe Specialty Metals, Inc., Beverly, Ohio. Countervailing and antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes affirmative determinations of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at

https://usitc.gov/investigations/701731/2017/silicon\_metal\_australia\_brazil\_kazakhstan\_and/preliminary.htm.

<u>Silicon metal</u> covered by these investigations is all forms and sizes of silicon metal, including silicon metal powder. Silicon metal contains at least 85.00 percent but less than 99.99 percent silicon, and less than 4.00 percent iron, by actual weight. Semiconductor grade silicon (merchandise containing at least 99.99 percent silicon by actual weight and classifiable under HTSUS subheading 2804.61.0000) is excluded from the scope of these investigations.

Silicon metal is currently imported under statistical reporting numbers 2804.69.1000 and 2804.69.5000 of the Harmonized Tariff Schedule of the United States (HTSUS). The HTSUS provisions are for convenience and customs purposes; the written description of the scope is dispositive.

**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.

<u>Confidentiality</u>.--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.

<u>Verification</u>.--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. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of silicon metal and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for

use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

I-1a. <u>OMB statistics</u>.--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 50 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-1b.	TAA information release In the event that the U.S. International Trade Commission (USITC)
	makes an affirmative final determination in this proceeding, do you consent to the USITC's
	release of your contact information (company name, address, contact person, telephone
	number, email address) appearing on the front page of this questionnaire to the Departments of
	Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made
	eligible for benefits under the Trade Adjustment Assistance program?

Yes	Г	$\neg$ No
i res		1 13()

I-2. <u>Establishments covered</u>.--Provide the city, state, zip code, and brief description of each establishment covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol in the footnote to the table. Firms operating more than one establishment should combine the data for all establishments into a single report.

"<u>Establishment</u>" -- Each facility of a firm involved in the <u>production</u> of silicon metal, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered <sup>1</sup>	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
<sup>1</sup> Additional discussion on establishments consolidated in this questionnaire:			

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

Country	Support	Oppose	Take no position
Australia AD			
Australia CVD			
Brazil AD			
Brazil CVD			
Kazakhstan CVD			
Norway AD			

□ No □ Yes	sList the following information.	
Firm name	Address	Extent of ownership (percent)
Norway into the Unite Brazil, Kazakhstan, and		
Firm name	Country	Affiliation
Related producersD		irms, either domestic or foreign, tha
	sList the following information.  Country	Affiliation
	sList the following information.	
□ No □ Yes	sList the following information.	
□ No □ Yes	sList the following information.	1
□ No □ Yes	sList the following information.	1
□ No □ Yes	sList the following information.	1

# PART II.--TRADE AND RELATED INFORMATION

Telephone

Fax

Further information on this part of the questionnaire can be obtained from Carolyn Carlson (202-205-3002, <a href="mailto:Carolyn.Carlson@usitc.gov">Carolyn.Carlson@usitc.gov</a>). Supply all data requested on a <a href="mailto:calendar-year">calendar-year</a> basis.

II-1.	Contact informationPlease identify the responsible individual and the manner by which				
	Commission in part II.	staff may contact that individual regard	ng the confidential information submitted		
	Name		]		
	Title				
	Fmail		7		

II-2. <u>Changes in operations.</u>--Please indicate whether your firm has experienced any of the following changes in relation to the production of silicon metal since January 1, 2014.

k as many as appropriate)	(If checked, please describe; leave blank if not applicable)
plant openings	
plant closings	
relocations	
expansions	
acquisitions	
consolidations	
prolonged shutdowns or production curtailments	
revised labor agreements	
other (e.g., technology)	
	plant openings  plant closings  relocations  expansions  acquisitions  consolidations  prolonged shutdowns or production curtailments  revised labor agreements

II-3a. **Production using same machinery.**--Please report your firm's production of products made on the same equipment and machinery used to produce silicon metal, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall production capacity" or "capacity" -- The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

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

Item capacity	2014	llendar years 2015	
	2014	2015	
capacity		2013	2016
contained silicon basis	0	0	0
elements			
n a total weight basis	0	0	0
ucts <sup>2</sup>			
ction using same equipment	0	0	0
	ate here once reported i	n question II-7.	
	capacity reported in II-	3a is based on oper	rating hou
-	• .	•	roduction
	the constraint(s) that s	set the limit(s) on y	our firm's
	ducts: or grade silicon metal  ducts <sup>2</sup> oction using same equipment production of silicon metal will populatese products:  cing parametersThe production ek, weeks per year.  ty calculationPlease describe the cy reported in II-3a, and explain an	ducts <sup>2</sup> Indicts <sup>2</sup> Indiction using same equipment opposed of silicon metal will populate here once reported in lesse products:  Indiction using same equipment opposed in lesse products:  Indiction using same equipment opposed in lesse production of silicon metal will populate here once reported in lesse products:  Indiction using same equipment opposed in lesse production of silicon metal will populate here once reported in lesse products:  Indiction using same equipment opposed in lesse production of silicon metal will populate here once reported in lesse products:  Indiction using same equipment opposed in lesse production of silicon metal will populate here once reported in lesse products:  Indiction using same equipment opposed in lesse products on using same equipment opposed in lesse products	ducts:  or grade silicon metal  ducts <sup>2</sup> oction using same equipment  production of silicon metal will populate here once reported in question II-7.  nese products:  ting parameters.  The production capacity reported in II-3a is based on oper ek, weeks per year.  ty calculation.  Ty reported in II-3a, and explain any changes in reported capacity.

(i)	Is your firm able to switch production (capacity) between silicon metal and other producusing the same equipment and/or labor?
	No Yes (i.e., have produced other products or are able to produce othe products). Please identify other actual or potential products:
(ii)	Please describe the factors that affect your firm's ability to shift production capacity between products (e.g., time, cost, relative price change, etc.), and the degree to which these factors enhance or constrain such shifts.
Tolling	gSince January 1, 2014, has your firm been involved in a toll agreement regarding the
	gSince January 1, 2014, has your firm been involved in a toll agreement regarding the ction of silicon metal?
"Toll a	_

11-5.	Foreig	n trade zones
	(a)	<u>Firm's FTZ operations</u> Does your firm produce silicon metal in and/or admit silicon metal into a foreign trade zone (FTZ)?
		<b>"Foreign trade zone"</b> is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.
		No YesDescribe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
	(b)	Other firms' FTZ operationsTo your knowledge, do any firms in the United States import silicon metal into a foreign trade zone (FTZ) for use in distribution of silicon metal and/or the production of downstream articles?
		☐ No/Don't know ☐ YesIdentify the firms and the FTZs.
II-6.	Import	terSince January 1, 2014, has your firm imported silicon metal?
	merch	rter" The person or firm primarily liable for the payment of any duties on the andise, or an authorized agent acting on his behalf. The importer may be the consignee, importer of record.
	☐ No	YesCOMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE

- II-7. <u>Production, shipment, and inventory data</u>.--Report your firm's production capacity, production, shipments, and inventories related to the production of silicon metal in its U.S. establishment(s) during the specified periods.
  - "Average production capacity" or "capacity" -- The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).
  - "**Production**" -- All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.
  - "Commercial U.S. shipments" -- Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report <u>net values</u> (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. Such transactions are valued at fair market value.
  - "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.
  - "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.

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

## II-7. Production, shipment, and inventory data.--Continued

Quantity (in short tons contained silicon), value (in \$1,000)				
		Calendar years		
Item	2014	2015	2016	
Average production capacity <sup>1</sup> (quantity) (A)				
<b>Beginning-of-period inventories</b> ( <i>quantity</i> ) (B)				
<b>Production</b> (quantity) (C)				
U.S. shipments: Commercial shipments: Quantity (D)				
Value (E)				
Internal consumption:  Quantity (F)				
Value <sup>2</sup> (G)				
Transfers to related firms:  Quantity (H)				
Value² (I)				
Export shipments: <sup>3</sup> Quantity (J)				
Value (K)				
End-of-period inventories <sup>4</sup> (quantity) (L)				
<sup>1</sup> The production capacity reported is based on o methodology used to calculate production capacity <sup>2</sup> Internal consumption and transfers to related f uses a different basis for valuing these transactions data using that basis for each of the periods noted <sup>3</sup> Identify your firm's principal export markets:	r, and explain any chan irms must be valued a r, please specify that ba	ges in reported capacity t fair market value. In th	ne event that your firm	

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

	Calendar years			
Reconciliation	2014	2015	2016	
B + C - D - F - H - J - L = should equal				
zero ("0") or provide an explanation. <sup>1</sup>	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:				

## II-8. <u>Channels of distribution</u>.--Report your firm's U.S. shipments by channel of distribution.

Quantity (in short tons contained silicon)				
	Calendar years			
Item	2014	2015	2016	
Channels of distribution: U.S. shipments: To distributors (quantity) (M)				
To chemical producers (quantity) (N)				
To primary aluminum producers ( <i>quantity</i> ) (O)				
To secondary aluminum producers (quantity) (P)				
To all other end users (quantity) (Q)				

<u>RECONCILIATION OF CHANNELS.</u>--Please ensure that the quantities reported for channels of distribution (i.e., lines M, N, O, P, and Q) in each time period equal the quantity reported for U.S. shipments (i.e., lines D, F, and H) 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.

	Calendar years		
Reconciliation	2014	2015	2016
M + N + O + P + Q - D - F - H = zero			
("0"), if not revise.	0	0	0

II-9. Monthly U.S. shipments.--Report the quantities your firm's monthly U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers to related firms) of silicon metal from January 2014 through December 2016

Quantity (in short tons contained silicon)				
	Calendar years			
Month of shipment	2014	2015	2016	
January (R)				
February (S)				
March (T)				
April (∪)				
May (V)				
June (W)				
July (X)				
August (Y)				
September (Z)				
October (AA)				
November (AB)				
December (AC)				

<u>RECONCILIATION OF MONTLY US SHIPMENTS</u>.--Generally, the data reported for the monthly U.S. shipments in a year (i.e., lines R through AC) should be equal U.S. shipments reported in question II-7 (i.e., lines D, F, and H) for that same year. 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.

	Calendar years		
Reconciliation	2014	2015	2016
R + S + T + U + V + W + X + Y + Z + AA +			
AB + AC - D - F - H - L = should equal			
zero ("0"), if not revise.	0	0	0

II-10. <u>U.S. shipments by product type</u>.--Report your firm's U.S. shipments (i.e., inclusive of commercial U.S. shipments, internal consumption, and transfers tor related firms) by product form during the specified periods.

Quantity (in short tons contained silicon), value (in \$1,000)				
	Calendar years			
Item	2014	2015	2016	
U.S. shipments In lump form Quantity (AD)				
Value (AE)				
In powder form Quantity (AF)				
Value (AG)				

<u>RECONCILIATION OF SHIPMENTS</u>.--Please ensure that the quantities reported for shipments by form (i.e., lines AD and AF for quantity, and AE and AG for value) in each time period equal the quantity reported for U.S. shipments (i.e., line D, F, and H for quantity, and E, G, and I for value) 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.

	Calendar years		
Reconciliation item	2014	2015	2016
Quantity reconcile: AD + AF - D - F - H = zero ("0"), if not revise.	0	0	0
Value reconcile: $AE + AG - E - G - I = zero$ ("0"), if not revise.	0	0	0

Explanation of trends:

II-11. <u>Employment data</u>.--Report your firm's employment-related data related to the production of silicon metal and provide an explanation for any trends in these data.

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

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

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

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

		Calendar years	
Item	2014	2015	2016
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (\$1,000)			

12.	Related firmsIf your firm reported transfers to related firms in question II-7, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.
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U.S.	Producers	Questionnaire - <b>Silicor</b>	i ivieta

II-12.	<u>Purchases</u> Other than direct imports, has your firm otherwise purchased silicon metal since January 1, 2014?				
	"Purchase" A transaction to buy product from a U.S. corporate entity such as another U.S. producer, a U.S. distributor, or a U.S. firm that has directly imported the product.  "Direct import" A transaction to buy from a foreign supplier where your firm is the importer of record or consignee.				
	No YesReport su purchase	•	v and explain the rea	sons for your firms'	
	Quantity (ii	n short tons contail	ned silicon)		
	•		Calendar years		
	Item	2014	2015	2016	
silicor	ases from U.S. importers <sup>1</sup> of n metal from— tralia				
Bra	zil				
Kaz	akhstan				
Nor	way				
All	other sources				
Purch	ases from domestic producers <sup>2</sup>				
Purch	ases from other sources <sup>2</sup>				
supplie	lease list the name of the importer(s) frers differ by source, please identify the lease list the name of the producer(s) o	source for each listed	l supplier:		
II-13.	Other explanationsIf your firm withat did not provide a narrative be the space provided below. Please providing the data in this section, questionnaire.	ox, please note the also use this space	question number and to highlight any issue	the explanation in es your firm had in	

# PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Janet Freas (202-205-3107, <u>Janet.Freas@usitc.gov</u>).

Name	
Title	
Email	
Telephone	
Fax	
Accounting sy A.	when does your firm's fiscal year end (month and day)?  If your firm's fiscal year changed during the data-collection period, explain
	below:
	NotePlease note, that we are requesting that firms report their financial dat on a calendar year basis.
B.1.	Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include silicon metal:
Б.1.	The state of the s
2.	Does your firm prepare profit/loss statements for silicon metal:  Yes  No
	Does your firm prepare profit/loss statements for silicon metal:

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the financial data, as Commission staff may contact your firm regarding questions on the financial data. The Commission may also request that your company submit copies of the supporting documents/records (financial statements, including internal profit-and-loss statements for the division or product group that includes silicon metal, as well as specific statements and worksheets) used to compile these data.

I-3.	<u>Cost accounting system</u> Briefly describe your firm's cost accounting system ( <i>e.g.</i> , standard cost, job order cost, <i>etc.</i> ).		
	Allocation having Driefly describe your firm/s allocation havin if any fau COCC CCCA and		
I-4.	Allocation basisBriefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.		

III-5. **Product listing**.--Please list the products your firm produced in the facilities in which your firm produced silicon metal, and provide the share of net sales accounted for by these products in your firm's most recent fiscal year.

Products	Share of sales
silicon metal	%
	%
	%
	%
	%

ΙΙC	Droducars'	Questionnaire -	Silicon	Motal
U.S.	Producers	Questionnaire :	- Silicon	ivietai

III-6.	Does your firm purchase <b>inputs</b> (raw materials, labor, energy, or any services) used in the production of silicon metal from any related suppliers (e.g., inclusive of transactions between related firms, divisions and/or other components within the same company)?			
	YesContinue to question I	II-7. NoContinue to question II	I-9a.	
III-7.	<u>Inputs from related suppliers.</u> Please identify the inputs used in the production of silicon metal that your firm purchases from related suppliers and that are reflected in table III-9a. For "Share of total COGS" please report this information by relevant input on the basis of your most recently completed fiscal year. For "Input valuation" please describe the basis, as recorded in your company's own accounting system, of the purchase cost from the related supplier; e.g., the related supplier's actual cost, cost plus, negotiated transfer price to approximate fair market value.			
	Input	Related supplier	Share of total COGS	
	Input valuation as recorded i	n the firm's accounting books and recor	ds	
III-8.	related suppliers, as identified	I suppliersPlease confirm that the inpution III-7, were reported in III-9a (financial pur firm's accounting books and records.	-	
	NoIn the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.			

III-9a. Operations on silicon metal.—Report the revenue and related cost information requested below on the silicon metal operations of your firm's U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Janet Freas (202-205-3107, Janet.Freas@usitc.gov) before completing this section of the questionnaire.

Quantity (in short tons of	contained silicon) and value	e (in \$1,000)	
	Calendar years		
ltem	2014	2015	2016
Net sales quantities: <sup>2</sup>			
Commercial sales ("CS")			
Internal consumption ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities	0	0	0
Net sales values: <sup>2</sup> Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values	0	0	0
Cost of goods sold (COGS): <sup>3</sup> Raw materials			
Direct labor			
Other factory costs			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses: Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income: Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

<sup>&</sup>lt;sup>1</sup> Include only sales (whether <u>domestic or export</u>) and costs related to your <u>U.S. manufacturing operations</u>.

<sup>&</sup>lt;sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

<sup>&</sup>lt;sup>3</sup> COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers.</u>

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r	<u>Financial data reconciliation</u> The calculable line items from question III-9a ( <i>i.e.</i> , total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?			
	Yes NoIf the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.	e		
	Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers ( <i>i.e.</i> , expenses are positive and incomes or reversals are negativeinstances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number ( <i>i.e.</i> , income is positive expenses or reversals are negative).			
	If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.			

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

		Calendar years	
Item	2014	2015	2016
<b>Nonrecurring item:</b> In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is	<b>Nonrecurring item:</b> In these columns please report the amount of the relevant nonrecurring item reported in table III-9a.		
classified.		Value ( <i>\$1,000</i> )	
1. , classified as			
2. , classified as			
3. , classified as			
4. , classified as			
5. , classified as			
6. , classified as			
7. , classified as			

III-11. <u>(</u>	Classification of identified nonrecurring items (charges and gains) in the accounting books and
	<u>records of the company</u> If non-recurring items were reported in question III-10 above, please
	identify where your company recorded these items in your accounting books and records in the normal course of business; i.e., just as responses to question III-10 identify where these items are reported in question III-9a.

III-12. <u>Asset values</u>.--Report the <u>total</u> assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of silicon metal. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for silicon metal in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with relevant cost allocations in question III-9a. Provide data as of the end of your firm's three most recently completed fiscal years.

**Note:** Total assets should reflect <u>net assets</u> after any accumulated depreciation and allowances deducted.

Total assets should be <u>allocated to the subject products</u> if these assets are also related to other products. Please provide a <u>brief explanation if there are any substantial changes</u> in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value ( <i>in \$1,000</i> )				
	Calendar years			
ltem 2014 2015 2016				
Total assets (net) 1				
Describe				

III-13. Capital expenditures and research and development expenses.—Report your firm's capital expenditures and research and development expenses for silicon metal. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value ( <i>in \$1,000</i> )				
	Calendar years			
ltem 2014 2015 2016				
Capital expenditures				
Research and development expenses				

<sup>&</sup>lt;sup>1</sup> Please describe the nature, focus, and significance of your firm's capital expenditures on the subject product. \_\_\_\_\_

<sup>&</sup>lt;sup>2</sup> Please describe the nature, focus, and significance of your firm's R&D expenses related to subject product.

III-14.	<u>Data consistency and reconciliation</u> Please indicate whether your firm's financial data fo
	questions III-9a, 12, and 13 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year

Please note the quantities and values reported in question III-9a should reconcile with the data reported in question II-7 (including export shipments) as long as they are reported on the same calendar year basis.

<u>RECONCILIATION OF TRADE VS FINANCIAL DATA</u>.--Please ensure that the quantities and values reported for total shipments in part II equal the quantities and values reported total net sales in part III of this questionnaire in each time period unless the financial data from part III are reported on a fiscal year basis, in which case only the interim periods must reconcile. If the calculated fields below return values other than zero (i.e., "0") and both are being reported on a calendar basis, please explain the discrepancy below.

Reconciliation		Full year data	
	2014	2015	2016
Quantity: Trade data from part II less financial data from part III, = zero ("0") except as noted above.	0	0	0
Value: Trade data from part II less financial data from part III, = zero ("0") except as noted above.	0	0	0

Do these data in question III-9a reconcile with data in question II-7?

Yes	No	If no, please explain.

U.S. Producer	s' Qı	uestionnai	re - <b>Silicon Metal</b>	Page 24
negat	ive e	effects on	its return on investment	uary 1, 2014, has your firm experienced any actual or the scale of capital investments as a result of I, Kazakhstan, and/or Norway?
□ No	0		YesMy firm has experie	nced actual negative effects as follows:
	(	check as i	nany as appropriate)	(please describe)
			lation, postponement, ction of expansion	
		_	or rejection of ment proposal	
		-	cion in the size of investments	
		-	on specific ments negatively red	
		Other		
III-15b. Does y	your	firm's res	oonse differ by country?	
N	0	Yes	If yes, indicate which co	ountry and why:

	experie develor version	nced omen of th	of imports on growth and development Since January 1, 2014, has your firm need any actual negative effects on its growth, ability to raise capital, or existing ment and production efforts (including efforts to develop a derivative or more advanced of the product) as a result of imports of silicon metal from Australia, Brazil, Kazakhstan, Norway?			
	☐ No			resMy firm has experie	enced actual negative effects as follows:	
		(check as many as appropriate)			(please describe)	
		Rejection of bank loans				
		Lowering of credit rating				
		Problem related to the issue of stocks or bonds				
		Ability to service debt		to service debt		
			Other			
III-16b.	Does yo	ur fir	m's resp	oonse differ by country?		
	No	No Yes		If yes, indicate which c	ountry and why:	

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	No	Yes	If yes, my firm anticipates negative effects as follows:
III-17b.	Does your	firm's res	ponse differ by country?
	No	Yes	If yes, indicate which country and why:
III-18.	that did no the space	ot provide provided the data i	anarrative box, please note the question number and the explanation in below. Please also use this space to highlight any issues your firm had in this section, including but not limited to technical issues with the MS Word

#### PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Lauren Gamache (202-205-3489, <a href="mailto:Lauren.Gamache@usitc.gov">Lauren.Gamache@usitc.gov</a>).

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

Name	
Title	
Email	
Telephone	
Fax	

### **PRICE DATA**

- IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2014 of the following products produced by your firm.
  - <u>Product 1.--</u> Sold to primary aluminum producers; silicon metal less than 99.99% pure that contains a minimum of 98.5% silicon, a maximum of 1.00% iron, a maximum of 0.07% calcium, and no restriction of the aluminum content.
  - <u>Product 2.-- Sold to secondary aluminum producers</u>; silicon metal less than 99.99% pure that contains a minimum of 97.0% silicon, a maximum of 2.00% iron, a maximum of 0.4% calcium, and no restriction of the aluminum content.
  - **Product 3.--** Sold to chemical manufacturers; silicon metal less than 99.99% pure that contains a minimum of 98.0% silicon, a maximum of 1.50% iron, a maximum of 0.2% calcium, and a maximum of 0.4% aluminum.

Please note that values should be <u>f.o.b.</u>, <u>U.S.</u> <u>point of shipment</u> 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 or rebates).

During January 2014-December 2016, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

YesPlease complete the following pricing data table as appropriate.
NoSkip to question IV-3.

IV-2. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

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

	Product 1		Prod	Product 2		Product 3	
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value	
2014:							
January-March							
April-June							
July-September							
October-December							
2015:							
January-March							
April-June							
July-September							
October-December							
2016:							
January-March							
April-June							
July-September							
October-December							
<sup>1</sup> Net values (i.e., gross s firm's U.S. point of shipment. <sup>2</sup> Pricing product definiti <b>Note</b> -If your firm's pro description of your firm's pro	ions are provided on duct does not exactl	the first page of y meet the produ	Part IV. uct specifications bu	ut is competitive w	th the specified pro		
Product 1:							
Product 2:							
Product 3:							
Product 3:	ta methodology.	Please desci	ribe the method	and the kinds o	of documents/re	ecords	
riicilig ua					•		

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.

IV-3.	Price settingHow does your firm determine the prices that it charges for sales of silicon metal
	(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

IV-4. <u>Discount policy</u>.--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe

### IV-5. Pricing terms.--

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

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)

(b) On what basis are your firm's prices of domestic silicon metal usually quoted *(check one)*?

Delivered	F.o.b.	If f.o.b., specify point

IV-6. <u>Contract versus spot.</u>--Approximately what share of your firm's sales of its U.S.-produced silicon metal in 2016 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					
	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)	<b>Spot sales</b> (for a single delivery)	Total (shoul sum to 100.0%	d o
Share of 2016 sales	%	%	%	%	0.0	%

IV-7. <u>Contract provisions.</u>--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced silicon metal (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual 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	No. of days		365	
Price renegotiation	Yes			
(during contract period)	No			
	Quantity			
Fixed quantity and/or price	Price			
ana, or price	Both			
Meet or release	Yes			
provision	No			
Not applicab	le			

IV-8. <u>Lead times.</u>--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced silicon metal?

Source	Share of 2016 sales	Lead time (Average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9.	<b>Shipping</b>	information
-------	-----------------	-------------

(a)	What is the approximate percentage of the total delivered cost of U.Sproduced silicon metal 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) Indicate the approximate percentage of your firm's sales of silicon metal that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

IV-10. <u>Geographical shipments.</u>—In which U.S. geographic market area(s) has your firm sold its U.S. produced silicon metal since January 1, 2014 (check all that apply)?

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

IV-11. <u>End uses.</u>--List the end uses of the silicon metal that your firm manufactures. For each end-use product, what percentage of the <u>total cost</u> is accounted for by silicon metal and other inputs?

	Share of total cost of end use product accounted for by		Total
			(should sum to
End use product	Silicon metal	Other inputs	100.0% across)
	%	%	0.0 %
	%	%	0.0 %
	%	%	0.0 %

		Fı	nd use in v	which this	На		anges in the price of this substitute cted the price for silicon metal?
	Substitute		substitute		No	Yes	Explanation
1.							
2.							
3. IV-13	3. Demand tren	ıdsIndica	te how de	mand withi	n the Ur	ited S	States and outside of the United
	States (if kno	wn) for silic	con metal	has change	d since J ed these	anuar e char	States and outside of the United by 1, 2014. Explain any trends and lages in demand.
IV-13	States (if kno	wn) for silic	con metal ctors that	has change	d since J	anuar e char uate no	ry 1, 2014. Explain any trends and ages in demand.
IV-13	States (if kno describe the	wn) for silic principal fa Overall	con metal ctors that	has change have affect Overall	d since J ed these Fluctu with	anuar e char uate no	ry 1, 2014. Explain any trends and

U.S. Pr	Producers' Questionnaire - <b>Silicon Metal</b> Page 33						
IV-14.	<u>Product changes</u> Have there been any significant changes in the product range, product mix, or marketing of silicon metal since January 1, 2014?						
	No	Yes	If yes, please describe	e and quantify if possible.			
IV-15.	Condition	s of comp	etition				
	con		•	business cycles (other than general of competition distinctive to silicon r	•		

Check all th	nat apply.	Please describe.
	No	Skip to question IV-16.
	Yes-Business cycles (e.g. seasonal business)	
	Yes-Other distinctive conditions of competition	

(b) If yes, have there been any changes in the business cycles or conditions of competition for silicon metal since January 1, 2014?

No	Yes	If yes, describe.

IV-16. <u>Supply constraints.</u>—Has your firm refused, declined, or been unable to supply silicon metal since January 1, 2014 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No	Yes	If yes, please describe.

IV-17. Raw materials.--How have silicon metal raw material prices changed since January 1, 2014?

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 silicon metal.

IV-18. <u>Interchangeability</u>.--Is silicon metal produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

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

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

Country-pair	Australia	Brazil	Kazakhstan	Norway	Other countries
United States					
Australia					
Brazil					
Kazakhstan					
Norway					
			nat is <i>sometimes</i> or sthat limit or pre		-

IV-19. <u>Factors other than price.</u>--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between silicon metal produced in the United States and in other countries a significant factor in your firm's sales of the products?

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

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

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

Country-pair	Australia	Brazil	Kazakhstan	Norway	Other countries
United States					
Australia					
Brazil					
Kazakhstan					
Norway					

For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of silicon metal, identify the country-pair and report the advantages or disadvantages imparted by such factors:

IV-20. <u>Customer identification</u>.--List the names and contact information for your firm's 10 largest U.S. customers for silicon metal since January 1, 2014. Indicate the share of the quantity of your firm's total shipments of silicon metal that each of these customers accounted for in 2016.

C	Customer's name	Contact person	Email	Telephone	City	State	Share of 2016 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

### IV-21. Competition from imports

(a) <u>Lost revenue</u>.--Since January 1, 2014: To avoid losing sales to competitors selling silicon metal from Australia, Brazil, Kazakhstan, and Norway, did your firm:

Item	No	Yes
Reduce prices		
Roll back announced price increases		

(b) <u>Lost sales.</u>--Since January 1, 2014: Did your firm lose sales of silicon metal to imports of this product from Australia, Brazil, Kazakhstan, and/or Norway?

No	Yes

(c) The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS.

If your firm indicated "yes" to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at <a href="http://usitc.gov/trade\_remedy/question.htm">http://usitc.gov/trade\_remedy/question.htm</a>. Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

No—Please explain.
Yes—Please complete the worksheet and submit via the Commission dropbox. <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> . (PIN: SIMN)

IV-22.	Other explanationsIf your firm would like to further explain a response to a question in Part
	IV that did not provide a narrative response box, please note the question number and the
	explanation in the space provided below. 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.

# **HOW TO FILE YOUR QUESTIONNAIRE RESPONSE**

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at:

https://usitc.gov/investigations/701731/2017/silicon metal australia brazil kazakhsta n and/preliminary.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.

• <u>Upload via Secure Drop Box.</u>--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: <a href="https://dropbox.usitc.gov/oinv/">https://dropbox.usitc.gov/oinv/</a> Pin: SIMN

• E-mail.--E-mail the MS Word questionnaire to <a href="Carolyn.Carlson@usitc.gov">Carolyn.Carlson@usitc.gov</a>; include a scanned copy of the signed certification page (page 1). Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm's nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.

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

<u>Parties to this proceeding</u>.--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.