
SILICOMANGANESE FROM AUSTRALIA
Domestic Producers' Hearing Exhibits
Inv. No. 731-TA-1269 (Final)

February 11, 2016

RESPONDENT TESTIMONY FROM STAFF CONFERENCE**Michael T. Anderson, Head of Finance, TEMCO:**

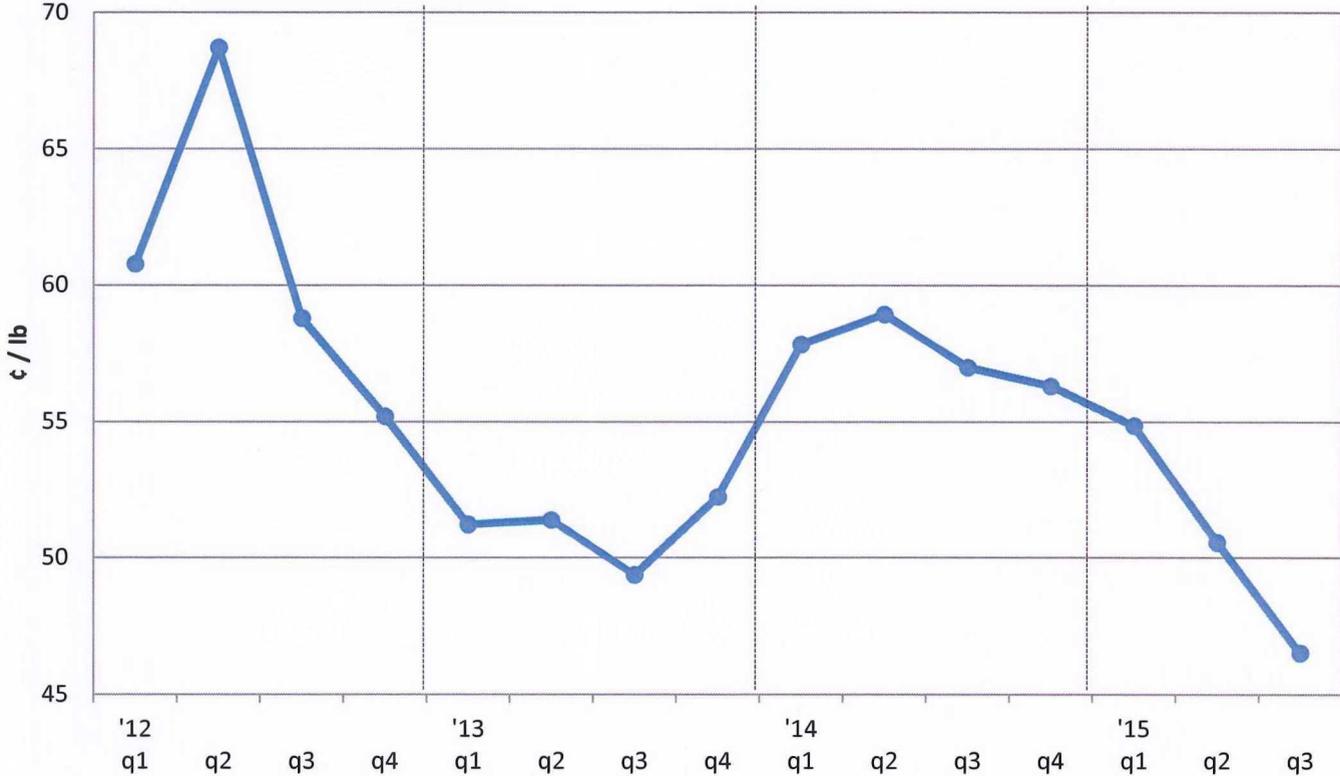
“Because the United States had previously imposed anti-dumping duties against a number of other large silicomanganese suppliers and because domestic producers have always made up a small share of the U.S. market, U.S. customers were more dependent on South African and Australian imports than customers in other countries. *The closure of the Australian and South African facilities therefore had a greater impact on 2012 prices in the U.S. than elsewhere.*” Tr. at 78.

Carl Kylander, Vice President, BHP Billton:

“... *we closed TEMCO down temporarily. So you had basically one of the largest suppliers in the domestic market shutting all their operations down, and it caused a price spike.*” Tr. at 130.

Respondents concede that TEMCO volumes impacted U.S. prices

SILICOMANGANESE PRICE TRENDS DURING THE POI



Source: Ryan's Notes Low Price for U.S. Market

Price declines during POI correlate with periods of rising Australian imports

PURCHASER QUESTIONNAIRE RESPONSES

Table II-9

Silicomanganese: Purchasers' comparisons between U.S.-produced and imported product

Factor	U.S. vs. Australia			U.S. vs. non-subject			Australia vs. non-subject		
	S	C	I	S	C	I	S	C	I
Availability	3	10	1	1	10	1	1	10	1
Delivery terms	2	12	0	1	11	0	0	11	1
Delivery time	5	9	0	2	10	0	0	11	1
Discounts offered	1	12	1	1	10	1	0	12	0
Extension of credit	1	12	0	0	12	0	0	12	0
Minimum quantity requirements	1	13	0	0	12	0	0	11	1
Packaging	1	13	0	1	11	0	0	12	0
Price	2	7	5	1	7	4	0	11	1
Product consistency	1	12	1	0	12	0	0	11	1
Product range	0	14	0	0	12	0	0	12	0
Quality exceeds industry standards	0	14	0	0	12	0	0	11	1
Quality meets industry standards	0	14	0	0	12	0	0	11	1
Reliability of supply	2	11	1	2	9	1	1	11	0
Technical support/service	1	13	0	1	11	0	0	12	0
U.S. transportation costs	4	9	1	2	9	1	0	12	0

Source: Prehearing Staff Report at page II-21 (Table II-9).