

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

SILICOMANGANESE FROM INDIA, KAZAKHSTAN, AND VENEZUELA

This questionnaire must be received by the Commission by no later than May 17, 2013

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning silicomanganese from India, Kazakhstan, and Venezuela (Inv. Nos. 731-TA-929-931 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

<p>Name of firm _____</p> <p>Address _____</p> <p>_____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported silicomanganese (as defined in the instruction booklet) at any time since January 1, 2007?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p> <p>Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: https://dropbox.usitc.gov/oinv/. (use the following PIN: SIMN)</p> <p>Data reported in this questionnaire relate to (Check One):</p> <p><input type="checkbox"/> India <input type="checkbox"/> Kazakhstan <input type="checkbox"/> Venezuela</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 or reviews conducted by the Commission on the same or similar merchandise.

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

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone:</i>	_____ <i>Email address</i>
	_____ <i>Fax:</i>	

PART I.--GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

I-1b. **OMB feedback.**--We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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

I-3. **U.S. importers.**--Please provide the names, contacts, email addresses, and telephone numbers of the **FIVE** largest U.S. importers of your firm's silicomanganese in 2012.

No.	Importer's name	Contact person	Email address	Area code and telephone number	Share of your 2012 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce silicomanganese in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Angela Newell (angela.newell@usitc.gov, 202-708-5409) for copies of that questionnaire).

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import silicomanganese into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Angela Newell (angela.newell@usitc.gov, 202-708-5409) for copies of that questionnaire).

I-6. **Business plan.**--In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for silicomanganese?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, angela.newell@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 production of silicomanganese since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant closings..... _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, technology) _____

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

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

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce silicomanganese (*in short tons*) for 2013 and 2014.**

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of silicomanganese in the future if the antidumping duty orders on silicomanganese from India, Kazakhstan, or Venezuela were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce silicomanganese (*in short tons*) for 2013 and 2014.**

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

II-5. **Furnace count and specs.**--Please detail your firms' furnaces and their specifications used in production of silicomanganese in India, Kazakhstan, and Venezuela.

	Location (City, Region)	Short description of furnace specifications	Dedicated to SiMn production (<i>check = yes</i>)	Year purchased, installed, or acquired (<i>year</i>)
1.		_____ _____ _____	<input type="checkbox"/>	
2.		_____ _____ _____	<input type="checkbox"/>	
3.		_____ _____ _____	<input type="checkbox"/>	
4.		_____ _____ _____	<input type="checkbox"/>	
5.		_____ _____ _____	<input type="checkbox"/>	
6.		_____ _____ _____	<input type="checkbox"/>	
7.		_____ _____ _____	<input type="checkbox"/>	
8.		_____ _____ _____	<input type="checkbox"/>	

More than eight.--Check here if your firm operated more than eight furnaces in the production of silicomanganese in India, Kazakhstan, or Venezuela since January 1, 2007, and please provide the same information as requested in the above grid for those additional furnaces as an attachment to your firm's response to this questionnaire.

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

II-6. **Product shifting.**--Please provide answers to each of the following questions relating to your firm's ability to shift production between silicomanganese and other products.

- (a) In relation to those furnaces (reported in question II-5 above) not dedicated 100 percent to the production of silicomanganese, please provide the following information on the other products produced in those furnaces (if more than four products, list the largest).

Product(s)	Costs and timeframes involved in switching production to/from SiMn	Est. share of furnace fleet's production time dedicated to product ¹ (share)
1. Ferromanganese	_____ _____	
2. Ferrosilicon	_____ _____	
3. _____	_____ _____	
4. _____	_____ _____	

¹ Provide an estimated share that represents how much of the annual average total production hours of all of the furnaces reported in question II-5 (a.k.a., furnace fleet) relates to the production of the listed product in a given year. For example, report 25 percent of ferromanganese if in a year 500 hours are dedicated to ferromanganese and 1500 hours are dedicated to silicomanganese.

Additional discussion: _____

- (b) In relation to those furnaces (reported in question II-5 above) dedicated 100 percent to the production of silicomanganese since January 1, 2007, could these furnaces be converted to the production of products other than silicomanganese?

No

Yes.--And at what cost/time constraint?

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

II-6. Product shifting.--Continued

(c) Does your firms own or operate furnaces not reported in question II-5 at all (*i.e.*, not involved in silicomanganese production during the period) that could be converted to the production of silicomanganese?

No

Yes.--And at what cost/time constraint?

II-7 Overall capacity.--Based your firm's typical silicomanganese operations (*i.e.*, typical hours per week and weeks per year) and in relation to only those furnaces actually used to produce silicomanganese at any time since January 1, 2007 (*i.e.*, reported in question II-5 and not those discussed in II-6c), please report the following information.

Item	Calendar year						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
Hours (1,000s)								
Annual hours of furnace operations								
Quantity (short tons)								
Overall production capacity¹								
Production of:								
Silicomanganese								
Ferromanganese								
Ferrosilicon								
Other product 3 (from Q II-6a)								
Other product 4 (from Q II-6a)								
All other products ²								
¹ The overall production capacity reported here relates to operating your firm's furnaces used in the production of silicomanganese (as reported in question II-5) ____ hours per week and ____ weeks per year, and indicate how the overall production capacity quantity figure was arrived at: <hr/> <hr/>								

II-8. Constraints on production.--Please describe the constraint(s) that set the limit(s) on your production capacity.

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

II-9. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of silicomanganese? _____ percent

II-10. **Barriers.**--

(a) Are your firm's exports of silicomanganese subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of silicomanganese subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of silicomanganese since 2007. Please identify and discuss below.

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

II-12. **Inventories in the United States.**--Has your firm, since 2007, maintained any inventories of silicomanganese in the United States (not including inventories held by firms identified in question I-3)?

No Yes--Report the quantity of such end-of-period inventories below.

(Quantity in short tons)								
Item	Calendar year						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
Inventory								

II-13. **Significance of antidumping duty orders.**--Describe the significance of the existing antidumping duty orders covering imports of silicomanganese from India, Kazakhstan, and Venezuela in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-14. **Anticipated changes if orders revoked.**--Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of silicomanganese in the future if the antidumping duty orders on silicomanganese from India, Kazakhstan, and Venezuela were to be revoked?

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

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

II-15. **Trade data.**-- Report production capacity, production, shipments, and inventories of silicomanganese produced by your firm in **India, Kazakhstan, or Venezuela** during the specified periods. (See definitions in the instruction booklet.) **Do not submit data on multiple countries combined, the establishments reported here should all be located in the country of the firm's address reported on the certification page. Multinational companies with production in multiple subject countries should submit separate foreign producer questionnaire responses for each subject country.**

COUNTRY _____

Quantity (in <i>short tons</i>) and Value (in \$1,000)								
Item	Calendar year						January-March	
	2007	2008	2009	2010	2011	2012	2012	2013
Average production capacity ¹ (A)								
Beginning-of-period inventories (B)								
Production ² (C)								
Home market shipments:								
Internal consumption/transfers quantity (D)								
Commercial shipments quantity (E)								
value (F)								
Export shipments:								
to the United States: ³ quantity (G)								
value (H)								
to the European Union: ⁴ quantity (I)								
value (J)								
to Asia: ⁵ quantity (K)								
value (L)								
to all other markets: ⁶ quantity (M)								
value (N)								
Total exports (quantity) (O)								
Total shipments (quantity) (P)								
End-of-period inventories (Q)								
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. If your firm produces more than just silicomanganese on its furnaces (<i>i.e.</i>, production of silicomanganese does not equal the totality of all production as reported in question II-7), please describe the methodology used to calculate production capacity, and explain any changes in reported capacity.</p> <hr/> <p>² Please estimate the percentage of total production of silicomanganese in India, Kazakhstan, or Venezuela accounted for by your firm's production in 2012: _____ percent</p> <p>³ Please estimate the percentage of total exports to the United States of silicomanganese in India, Kazakhstan, or Venezuela accounted for by your firm's exports in 2012: _____ percent</p> <p>⁴ Identify your principal <i>European Union</i> export markets: _____.</p> <p>⁵ Identify your principal <i>Asian</i> export markets: _____.</p> <p>⁶ Identify your principal <i>other</i> export markets: _____.</p>								

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

II-16. **Reconciliation of trade data.**—

- (a) The quantities reported in question II-15 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$ Do these data reconcile? Yes No--Please explain: _____

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes No--Please explain.

PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Samantha.Day (202-205-2088, Samantha.Day@usitc.gov).

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

Name	
Title	
Email	
Telephone	
Fax	

III-2. **Contract versus spot.**-- Approximately what share of your firm’s sales of silicomanganese to U.S. customers in 2012 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2012 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

III-3. Please fill out the table with respect to provisions of your typical sales contracts with U.S. customers for silicomanganese (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET FACTORS--Continued

III-4. **Lead times.**--What is the average lead time for silicomanganese to U.S. customers between a customer's order and the date of delivery for your firm's sales of silicomanganese?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

III-5. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for silicomanganese since 2007? Also discuss any anticipated changes in your raw material costs.

III-6. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of India, Kazakhstan, and Venezuela-produced silicomanganese in the U.S. market since 2007?

No Yes-- Please describe.

PART III.--MARKET FACTORS--Continued

III-7. Availability of SUBJECT import supply.--

- (a) Do you anticipate any changes in terms of the availability of India, Kazakhstan, and Venezuela-produced silicomanganese in the U.S. market in the future?

Increase No change Decrease

- (b) If you anticipate changes in supply, please identify the changes, including the time period and the impact of such changes on shipment volumes and prices.

- III-8. Product shifting.--Describe how easily your firm can shift its sales of silicomanganese between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting silicomanganese between the U.S. and alternative country markets within a 12-month period.**

- III-9. Product range.--Is the product range, product mix, or marketing of silicomanganese in your home market different from that of silicomanganese for export to the United States or to third-country markets?**

No Yes—Please explain.

PART III.--MARKET FACTORS--Continued

III-10. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of silicomanganese in your home market, for export to the United States, or for export to third-country markets since 2007? Do you anticipate any future changes?

Changes in product range, product mix, or marketing			Explain
	No	Yes	
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **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 price 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-12. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for silicomanganese since 2007? Do you anticipate any future changes?

Changes in substitutes			Explain
	No	Yes	
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS--Continued

III-13. **Interchangeability**--Is the silicomanganese produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's silicomanganese sold to the United States and/or to third-country markets?

Yes No--Identify the market(s) and any differences in the products.

III-14. **End uses**--Describe the end uses of the silicomanganese that you manufacture and sell to your home market. If these end uses differ from those of the silicomanganese you sell to the U.S. market or to third-country markets, explain.

III-15. **Changes in end uses**-- Have there been any changes in the end uses of silicomanganese since 2007? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--MARKET FACTORS--Continued

III-16. **Demand trends.**--Indicate how demand in the following markets for silicomanganese has changed since January 1, 2007, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2007					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-17. **Price differences.**--Please compare market prices of silicomanganese in your home market, the United States, and third-country markets.

III-18. **Description of home market.**--Describe briefly your home market for silicomanganese, including the number of, and competition between, producers.

PART III.--MARKET FACTORS--Continued

III-19. **Import competition.**--Do you face competition from imports of silicomanganese in your home market?

No

Yes--Please identify the country sources of any imports of silicomanganese into your home market.

III-20. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss silicomanganese supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including India, Kazakhstan, and Venezuela, and (3) the world as a whole. Of particular interest is such data from 2007 to the present and forecasts for the future.