

## U.S. PURCHASERS' QUESTIONNAIRE

### FERROSILICON FROM BRAZIL, KAZAKHSTAN, MALAYSIA, AND RUSSIA

This questionnaire must be received by the Commission by **July 31, 2024**  
See last page for instructions regarding how to file this questionnaire.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning ferrosilicon from Brazil, Kazakhstan, Malaysia, and Russia (Inv. Nos. 701-TA-712-715 and 731-TA-1679-1682 (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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, [john.benedetto@usitc.gov](mailto:john.benedetto@usitc.gov)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
Website \_\_\_\_\_

Has your firm purchased, or imported for its own use, ferrosilicon (as defined on next page) from any source (domestic or foreign) at any time since January 1, 2021?

- ☐ **NO** (Sign the certification below and promptly return **only** this page of the questionnaire to the Commission)  
☐ **YES** (Complete all parts of the questionnaire, and return the entire questionnaire to the Commission)

Return questionnaire via the Commission's secure portal by clicking on the following link:  
<https://usitc.gov/qportal>. (PIN: **FESI**, Phase: **Final**). See last page for detailed instructions.

#### 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 submitting 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, the undersigned, acknowledge that information submitted in response to this request for information and throughout this proceeding or other proceedings may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel, solely for cybersecurity purposes. I understand that all contract personnel will sign appropriate nondisclosure agreements.*

\_\_\_\_\_  
Name of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email address

**PART I.—GENERAL INFORMATION**

**Background.**--This proceeding was instituted in response to a petition filed on March 28, 2024, by Ferrogllobe USA, Inc., Beverly, Ohio, and CC Metals and Alloys, LLC, Calvert City, Kentucky. Countervailing and/or 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 an affirmative determination of subsidization and dumping. Pertinent information to this proceeding is available at:

Questionnaires: [https://usitc.gov/reports/active\\_import\\_injury\\_questionnaires](https://usitc.gov/reports/active_import_injury_questionnaires).

Other case information: <https://ids.usitc.gov/case/8187/investigation/8547>.

**Ferrosilicon** covered by this proceeding is all forms and sizes of ferrosilicon, regardless of grade, including ferrosilicon briquettes. Ferrosilicon is a ferroalloy containing by weight 4 percent or more iron, more than 8 percent but not more than 96 percent silicon, 3 percent or less phosphorus, 30 percent or less manganese, less than 3 percent magnesium, and 10 percent or less any other element. The merchandise covered also includes product described as slag, if the product meets these specifications.

Subject merchandise includes material matching the above description that has been finished, packaged, or otherwise processed in a third country, including by performing any grinding or any other finishing, packaging, or processing that would not otherwise remove the merchandise from the scope of the investigations if performed in the country of manufacture of the ferrosilicon.

Ferrosilicon is currently imported under statistical reporting numbers 7202.21.1000, 7202.21.5000, 7202.21.7500, 7202.21.9000, 7202.29.0010, and 7202.29.0050 of the HTSUS. While the HTSUS numbers are provided for convenience and customs purposes, the written description of the scope remains dispositive.

**Purchaser.**--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing ferrosilicon from another firm that produces, imports, or otherwise distributes ferrosilicon.

**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-1. **Reporting requirements.**--Please report the actual number of hours required and the cost to your firm of completing this questionnaire for use by the Office of Management and Budget.

| Hours | Dollars |
|-------|---------|
|       |         |

Public reporting burden for this questionnaire is estimated to average 20 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 provide such comments to the Office of Investigations, [import\\_injury@usitc.gov](mailto:import_injury@usitc.gov).

- I-2a. **Establishments covered.**--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. **Firms operating more than one establishment should combine the data for all establishments into a single response.**

**"Establishment"**--Each facility of a firm involved in the purchase of ferrosilicon, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

|  |
|--|
|  |
|--|

- I-2b. **Stock symbol information.**-- If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.

- I-2c. **External counsel.**-- If your firm or parent firm is represented by external counsel in relation to this proceeding, having filed an entry of appearance, please specify the name of the law firm and the lead attorney(s).

|                   |  |
|-------------------|--|
| Law firm:         |  |
| Lead attorney(s): |  |

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

☐ No                      ☐ Yes--List the following information, relating to the ultimate parent/owner.

| <b>Firm name</b> | <b>Country</b> | <b>Extent of ownership<br/>(percent)</b> |
|------------------|----------------|--|
|                  |                |  |
|                  |                |  |

I-4. **Related producers/importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that produce ferrosilicon, import ferrosilicon into the United States, or export ferrosilicon to the United States?

***“Related firm”*** --A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

☐ No                      ☐ Yes--List the following information.

| <b>Firm name</b> | <b>Type (i.e., producer,<br/>exporter, importer)</b> | <b>Country</b> | <b>Affiliation</b> |
|------------------|--|----------------|--------------------|
|                  |  |                |                    |
|                  |  |                |                    |

**PART II.--PURCHASES**

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

|           |  |
|-----------|--|
| Name      |  |
| Title     |  |
| Email     |  |
| Telephone |  |

II-1. **Purchases and imports.**—Report separately your firm's domestic purchases and imports of ferrosilicon.

**"Purchase"** – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

**"Import"** – Purchase directly from a foreign supplier and your firm is the importer of record.

|  | <b>2021</b>                                       | <b>2022</b> | <b>2023</b> | <b>January-June<br/>2024</b> |
|--|---|-------------|-------------|------------------------------|
| <b>Item</b>  | <b>Quantity (in short tons contained silicon)</b> |             |             |                              |
| <b>Purchases of ferrosilicon produced in—</b>  |   |             |             |                              |
| United States  |   |             |             |                              |
| Brazil   |   |             |             |                              |
| Kazakhstan   |   |             |             |                              |
| Malaysia   |   |             |             |                              |
| Russia   |   |             |             |                              |
| All other countries <sup>1</sup>   |   |             |             |                              |
| Sources unknown <sup>2</sup>   |   |             |             |                              |
| Total purchases  | 0   | 0           | 0           | 0                            |
| <b>Imports of ferrosilicon from—</b>   |   |             |             |                              |
| Brazil   |   |             |             |                              |
| Kazakhstan   |   |             |             |                              |
| Malaysia   |   |             |             |                              |
| Russia   |   |             |             |                              |
| All other countries <sup>1</sup>   |   |             |             |                              |
| Total imports <sup>3</sup>   | 0   | 0           | 0           | 0                            |
| <sup>1</sup> Please identify these countries:<br><sup>2</sup> Please indicate the firm(s) from which you purchased this merchandise:<br><sup>3</sup> If your firm imported ferrosilicon at any time since January 1, 2021, please also complete and return a U.S. importers' questionnaire in this proceeding. |   |             |             |                              |



**II-3. Purchasing subject imports rather than domestic products.—**

- (a) Since January 1, 2021, did your firm import and/or purchase imports of ferrosilicon from Brazil, Kazakhstan, Malaysia, and Russia instead of purchasing U.S.-produced ferrosilicon? Respond for each subject country.

| <b>Source</b> | <b>Yes<br/>(also respond to parts (b) and (c))</b> | <b>No<br/>(If “No” for all countries, skip to next question)</b> |
|---------------|--|--|
| Brazil        | <input type="checkbox"/>                           | <input type="checkbox"/>   |
| Kazakhstan    | <input type="checkbox"/>                           | <input type="checkbox"/>   |
| Malaysia      | <input type="checkbox"/>                           | <input type="checkbox"/>   |
| Russia        | <input type="checkbox"/>                           | <input type="checkbox"/>   |

- (b) If you responded “Yes” to part (a), was the imported product priced lower than the domestic product?

| <b>Source</b> | <b>Yes</b>               | <b>No</b>                |
|---------------|--------------------------|--------------------------|
| Brazil        | <input type="checkbox"/> | <input type="checkbox"/> |
| Kazakhstan    | <input type="checkbox"/> | <input type="checkbox"/> |
| Malaysia      | <input type="checkbox"/> | <input type="checkbox"/> |
| Russia        | <input type="checkbox"/> | <input type="checkbox"/> |

- (c) If you responded “Yes” to part (a), was price a primary reason for importing and/or purchasing subject imports rather than domestic product?

| Source  | Yes                      | If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 1, 2021 (in short tons contained silicon) | No                       | If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product |
|---|--------------------------|--|--------------------------|---|
| Brazil  | <input type="checkbox"/> |  | <input type="checkbox"/> |   |
| Kazakhstan  | <input type="checkbox"/> |  | <input type="checkbox"/> |   |
| Malaysia  | <input type="checkbox"/> |  | <input type="checkbox"/> |   |
| Russia  | <input type="checkbox"/> |  | <input type="checkbox"/> |   |
| If the quantity reported above exceeds the total quantity reported in II-1, please explain. |                          |  |                          |   |



**II-4. U.S. producers and import competition.—**

- (a) Since January 1, 2021, in connection with a sale or offer to sell ferrosilicon to your firm, did U.S. producers reduce their prices of domestically produced ferrosilicon in order to compete with lower-priced imports of ferrosilicon from the subject countries? Respond for each subject country.

| <b>Source</b> | <b>Yes (also respond to question part (b))</b> | <b>No (If “No” for all countries, skip to next question)</b> | <b>Don’t know</b>        |
|---------------|--|--|--------------------------|
| Brazil        | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |
| Kazakhstan    | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |
| Malaysia      | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |
| Russia        | <input type="checkbox"/>                       | <input type="checkbox"/>                                     | <input type="checkbox"/> |

- (b) If your firm responded “yes” to any of the above countries, please provide an estimate of the reduction in U.S. producers’ prices and any additional explanations.

| <b>Source</b> | <b>Estimated reduction in U.S. prices (percent)</b> | <b>Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors</b> |
|---------------|---|--|
| Brazil        | %   |  |
| Kazakhstan    | %   |  |
| Malaysia      | %   |  |
| Russia        | %   |  |

- II-5. **Country knowledge.**--Please indicate whether your firm has experience or is otherwise familiar with ferrosilicon produced in the following countries.

| United States            | Brazil                   | Kazakhstan               | Malaysia                 | Russia                   | Other countries          | Other countries (specify) |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                           |

- II-6. **Supplier identification.**--Please list your firm's **TEN** largest suppliers for ferrosilicon since January 1, 2021, by quantity. Also, provide the share of the quantity of your firm's total purchases of ferrosilicon that each of these suppliers accounted for in 2023.

| No. | Supplier's name | City and state | Share of quantity of 2023 purchases |
|-----|-----------------|----------------|-------------------------------------|
| 1   |                 |                | %                                   |
| 2   |                 |                | %                                   |
| 3   |                 |                | %                                   |
| 4   |                 |                | %                                   |
| 5   |                 |                | %                                   |
| 6   |                 |                | %                                   |
| 7   |                 |                | %                                   |
| 8   |                 |                | %                                   |
| 9   |                 |                | %                                   |
| 10  |                 |                | %                                   |

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

- III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of ferrosilicon (check all that apply)?

| <b>Steel producer</b>    | <b>Iron producer</b>     | <b>Distributor</b>       | <b>Other</b>             | <b>Describe other</b> |
|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                       |

*If your firm is a distributor of ferrosilicon, please answer questions III-2 and III-3.*

- III-2. **Competition for sales.**--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases ferrosilicon?

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

- III-3. **Types of customers.**--What are the major types of customers to which your firm sells ferrosilicon?

|  |
|--|
|  |
|--|

***If your firm is an end user of ferrosilicon, please answer questions III-4 and III-5.***

III-4. **End uses.**--List the top three products your firm makes using ferrosilicon, identify the type of ferrosilicon (high purity 75 percent ferrosilicon, standard 75 percent ferrosilicon, or other ferrosilicon) for each end use, and estimate the percent of your total production cost that is accounted for by ferrosilicon and by other inputs (such as labor, energy, and other raw materials).

| Product(s)<br>your firm<br>produces | Type of<br>ferrosilicon<br>used | Share of total cost in each of the product(s) your<br>firm produces accounted for by |   |              |   | Total<br>(should<br>sum to<br>100.0%<br>across) |
|-------------------------------------|---------------------------------|--|---|--------------|---|---|
|                                     |                                 | Ferrosilicon   |   | Other inputs |   |   |
|                                     |                                 | %  | + | %            | = | 0.0 %   |
|                                     |                                 | %  | + | %            | = | 0.0 %   |
|                                     |                                 | %  | + | %            | = | 0.0 %   |

III-5. **Demand for end-use products.**--

- (a) Has the demand for your firm's final products incorporating ferrosilicon steadily decreased, fluctuated but ended lower, remained constant, fluctuated but ended higher, or steadily increased since January 1, 2021?

Select one answer.

| Steadily<br>increased    | Fluctuated up            | Constant                 | Fluctuated<br>down       | Steadily decreased       |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- (b) Has this had any effect on your firm's demand for ferrosilicon?

| No                       | Yes                      | Explain |
|--------------------------|--------------------------|---------|
| <input type="checkbox"/> | <input type="checkbox"/> |         |

III-6. **Substitutes.**--Can other products be substituted for ferrosilicon?

☐ No ☐ Yes--Please fill out the table.

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

III-7. **Demand trends.**-- Has demand within the United States and outside of the United States (if known) for ferrosilicon steadily increased, fluctuated but ended higher, not changed, fluctuated but ended lower, or steadily decreased since January 1, 2021? Explain any trends and describe the principal factors that have affected these changes in demand.

Select one box per row.

| Market                    | Steadily increase        | Fluctuate up             | No change                | Fluctuate down           | Steadily decrease        | Explanation and factors |
|---------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------------------|
| Within the United States  | <input type="checkbox"/> | <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"/> | <input type="checkbox"/> |                         |

III-8. **Country preferences.**-- Do you or your customers ever prefer to order ferrosilicon produced in a specific country or countries over other possible country sources of supply?

| No                       | Yes                      | If yes, identify the countries and explain any preferences. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

- III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the share of your firm's total 2023 purchases of ferrosilicon that required ferrosilicon produced in the United States.

|   | Estimated share of your firm's total 2023 purchases of ferrosilicon |
|---|---|
| <b>Purchases that did not require domestic product</b>  | %   |
| <b>Purchases that were required by law or regulation to be domestic product</b><br>(e.g., government purchases under "Buy American" provisions) | %   |
| <b>Purchases that were not required by law or regulation, but were required by your customers to be domestic product</b>                        | %   |
| <b>Purchases that were required to be domestic product for other reasons</b><br>(explain: ____.)  | %   |
| <b>Total</b> (should sum to 100.0%)   | 0.0 %   |

- III-10. **Business cycles.**--Is the ferrosilicon market subject to business cycles, either during the year or across years? If yes, describe.

| No                       | Yes                      | If yes, please describe, including any changes since January 1, 2021. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

- III-11. **Conditions of competition.**--Is the ferrosilicon market subject to conditions of competition distinctive to ferrosilicon other than the business cycles described in the previous question? If yes, describe.

| No                       | Yes                      | If yes, please describe, including any changes since January 1, 2021. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

- III-12. **Decisions based on producer and country-of-origin.**-- How often does your firm, and if known, do your customers make purchasing decisions involving ferrosilicon based on its producer or country of origin?

| Item                                       | Always                   | Usually                  | Sometimes                | Never                    | If at least sometimes, explain noting the producers and/or countries. |
|--|--------------------------|--------------------------|--------------------------|--------------------------|---|
| <b>Decision based on producer</b>          |                          |                          |                          |                          |   |
| Your firm                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |   |
| Your customers                             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |   |
| <b>Decision based on country of origin</b> |                          |                          |                          |                          |   |
| Your firm                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |   |
| Your customers                             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |   |

- III-13. **Availability of supply.**--Has the availability of ferrosilicon in the U.S. market changed since January 1, 2021?

| Availability in the U.S. market | No                       | Yes                      | Please explain, noting the countries and reasons for the changes. |
|---------------------------------|--------------------------|--------------------------|---|
| U.S.-produced product           | <input type="checkbox"/> | <input type="checkbox"/> |   |
| Subject imports                 | <input type="checkbox"/> | <input type="checkbox"/> |   |
| Nonsubject imports              | <input type="checkbox"/> | <input type="checkbox"/> |   |

III-14. **Supply constraints.**—

- (a) Has any firm refused, declined, or been unable to supply your firm with ferrosilicon between January 1, 2021 and March 28, 2024 (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, being unable to meet timely shipment commitments, etc.)?

| No                       | Yes                      | If yes, please describe, including the reason, timing, and duration of the constraint. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> |  |

- (b) Has any firm experienced any supply constraints since the petition was filed on March 28, 2024?

| No                       | Yes                      | If yes, please describe, including the reason, timing, and duration of the constraint. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> |  |

- III-15. **Availability of specific product types.**--Are certain grades/types/sizes of ferrosilicon only available from certain country sources?

| No                       | Yes                      | If yes, please identify the countries and the grades/types/sizes available only from those countries. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

III-16. **Purchasing frequency.**--

- (a) How frequently does your firm make purchases of ferrosilicon (check one)?

| Daily                    | Weekly                   | Monthly                  | Quarterly                | Annually                 | Other                    | If other, specify |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |                   |

- (b) Has this purchasing frequency changed since January 1, 2021?

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



III-17. **Raw material prices.**—

(a) Is your firm familiar with the prices for raw materials used in the production of ferrosilicon?

|                          |                                |
|--------------------------|--------------------------------|
| <b>No</b>                | <b>Yes – please answer (b)</b> |
| <input type="checkbox"/> | <input type="checkbox"/>       |

(b) Has information on raw material prices affected your firm's negotiations or contracts to purchase ferrosilicon since January 1, 2021?

|                          |                          |                |
|--------------------------|--------------------------|----------------|
| <b>No</b>                | <b>Yes</b>               | <b>Explain</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |                |

III-18. **Number of suppliers contacted.**--How many suppliers of ferrosilicon does your firm generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms.

III-19. **Supplier negotiations.**--Do your firm's purchases of ferrosilicon usually involve negotiations between your firm and suppliers of ferrosilicon?

|                          |                          |   |
|--------------------------|--------------------------|---|
| <b>No</b>                | <b>Yes</b>               | <b>If yes, explain the factors your firm generally negotiates and note whether your firm quotes competing prices during negotiations.</b> |
| <input type="checkbox"/> | <input type="checkbox"/> |   |

III-20. **Change in suppliers.**--Has your firm changed suppliers since January 1, 2021?

| No                       | Yes                      | If yes, please list the supplier(s), whether the firm was added or dropped, and the reasons for the change. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

III-21. **New suppliers.**--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2021?

| No                       | Yes                      | If yes, please identify the firms. |
|--------------------------|--------------------------|------------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |                                    |

III-22. **Supplier certification.**--Do you require your suppliers to be or to become certified or qualified to sell ferrosilicon to your firm?

If yes, provide the following information.

- The number of days required to qualify a new supplier.
- A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

| No                       | Yes                      | Number of days | Certification/qualification process and factors considered |
|--------------------------|--------------------------|----------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> |                |  |

III-23. **Failure to certify.**--Since January 1, 2021, have any domestic or foreign producers failed in their attempts to certify or qualify their ferrosilicon with your firm or have any producers lost their approved status?

| No                       | Yes                      | If yes, please identify these producers, the countries where they are located, and the reasons why they failed or lost the certification/qualification. |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> |   |

- III-24. **Major purchasing factors.**--Please list, in order of their importance, the main factors your firm considers in deciding from whom to purchase ferrosilicon (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

|  |  |
|--|--|
| 1.   |  |
| 2.   |  |
| 3.   |  |
| Please list any other factors that are very important in your purchase decisions: _____. |  |

- III-25. **Purchasing factors.**--Please rate the importance of the following factors in your firm's purchasing decisions for ferrosilicon.

| Factor   | Very important           | Somewhat important       | Not important            |
|--|--------------------------|--------------------------|--------------------------|
| Availability   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Available under contracts                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of grades other than regular ferrosilicon | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| "Eco-friendly" or "green" production                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements                          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- III-26. **Quality characteristics.**--What characteristics does your firm consider when evaluating the quality of ferrosilicon?

|  |
|--|
|  |
|--|

- III-27. **Minimum quality.**--How often does ferrosilicon from the following countries meet minimum quality specifications for your uses or your customers' uses?

| Source        | Always                   | Usually                  | Sometimes                | Rarely or never          | Don't know               |
|---------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| United States | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Brazil        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Kazakhstan    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Malaysia      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Russia        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other:        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- III-28. **Frequency of decisions based on price.**--How often does your firm purchase the ferrosilicon that is offered at the lowest price?

| Always                   | Usually                  | Sometimes                | Never                    |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

- III-29. **Price leaders.**--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you have considered price leaders in the ferrosilicon market since January 1, 2021.

| Firm(s) | Describe how the firm(s) exhibited price leadership |
|---------|---|
|         |   |

- III-30. **Interchangeability of 50 percent and 75 percent ferrosilicon.**--How frequently are 50 percent and 75 ferrosilicon interchangeable? 50 percent ferrosilicon contains 47.0 to 51.0 percent silicon, while 75 percent ferrosilicon contains 74.0 to 79.0 silicon. If these products are only sometimes or never interchangeable, please explain why.

| Always                   | Usually                  | Sometimes                | Never                    | Reasons for limited interchangeability |
|--------------------------|--------------------------|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |  |

- III-31. **Interchangeability of standard and specialty (high-purity) ferrosilicon.**--How frequently are standard and specialty (high-purity) ferrosilicon interchangeable? If it is only sometimes or never interchangeable, please explain why.

| Always                   | Usually                  | Sometimes                | Never                    | Reasons for limited interchangeability |
|--------------------------|--------------------------|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |  |

- III-32. **Interchangeability between different producers in the same country.**—Is there any difficulty shifting purchases of the same product between different producers in the same country? If there is, please explain why.

| No                       | Yes                      | If yes, please explain why. |
|--------------------------|--------------------------|-----------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |                             |

- III-33. **Change in imports due to new duty status.** – U.S. imports of ferrosilicon from Russia (and Belarus) became subject to column 2 duty rates of the HTSUS after April 8, 2022. Certain forms of ferrosilicon from Russia subsequently became subject to higher special column 2 duty rates during 2022-23. Please describe the impact of these actions on your firm's purchases of ferrosilicon, indicating the nature of any change, the timeframe, and the source of purchases.

| No or not applicable     | Yes                      | Please describe the impact of these actions on your firm's purchases of ferrosilicon, indicating the nature of any change, the timeframe, and the source of purchases. |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> |  |

- III-34. **Importance of eco-friendly production methods.**-- Does the environmental impact of ferrosilicon production methods, including eco-friendly or "green" production methods, influence your firm's purchasing decisions? If yes, please explain why.

| No                       | Yes                      | If yes, please explain why. |
|--------------------------|--------------------------|-----------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> |                             |

**PART IV.—PRODUCT COMPARISONS**

IV-1. **Interchangeability.**—How often is ferrosilicon 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  | Brazil | Kazakhstan | Malaysia | Russia | Other countries |
|---------------|--------|------------|----------|--------|-----------------|
| United States |        |            |          |        |                 |
| Brazil        |        |            |          |        |                 |
| Kazakhstan    |        |            |          |        |                 |
| Malaysia      |        |            |          |        |                 |
| Russia        |        |            |          |        |                 |

For any country-pair producing ferrosilicon that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude the interchangeable use of ferrosilicon produced in the countries:

- IV-2. **Factors other than price.**—How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between ferrosilicon produced in the United States and in other countries a significant factor in your firm's purchases 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  | Brazil | Kazakhstan | Malaysia | Russia | Other countries |
|---------------|--------|------------|----------|--------|-----------------|
| United States |        |            |          |        |                 |
| Brazil        |        |            |          |        |                 |
| Kazakhstan    |        |            |          |        |                 |
| Malaysia      |        |            |          |        |                 |
| Russia        |        |            |          |        |                 |

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

IV-3. **Factor country comparisons.**--For the factors listed below, please rate how ferrosilicon produced in each country you identified in your response with which you are familiar, as reported in question II-5, compares with ferrosilicon produced in each of the other countries with which you are familiar.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

| Factor   | Product from<br>United States<br>compared to<br>product from<br>Brazil |                          |                          | Product from<br>United States<br>compared to<br>product from<br>Kazakhstan |                          |                          | Product from<br>United States<br>compared to<br>product from<br>Malaysia |                          |                          |
|--|--|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
|  | Superior   | Comparable               | Inferior                 | Superior   | Comparable               | Inferior                 | Superior   | Comparable               | Inferior                 |
| Availability   | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Available under contracts                              | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of grades other than regular ferrosilicon | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms   | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                                      | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| "Eco-friendly" or "green" production                   | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements                          | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>1</sup>                                     | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                                    | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards                       | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards                     | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                                  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service                              | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup>                 | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |

<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.



IV-3. Continued.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

| Factor   | Product from <u>United States</u><br>compared to<br>product from<br><u>Russia</u> |                          |                          |  | Product from <u>Brazil</u><br>compared to<br>product from<br><u>Kazakhstan</u> |                          |                          |  | Product from <u>Brazil</u><br>compared to<br>product from<br><u>Malaysia</u> |                          |                          |
|--|---|--------------------------|--------------------------|--|--|--------------------------|--------------------------|--|--|--------------------------|--------------------------|
|  | Superior  | Comparable               | Inferior                 |  | Superior   | Comparable               | Inferior                 |  | Superior   | Comparable               | Inferior                 |
| Availability   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Available under contracts                              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of grades other than regular ferrosilicon | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                                      | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| "Eco-friendly" or "green" production                   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements                          | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>1</sup>                                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                                    | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards                       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                                  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service                              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup>                 | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |

<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-3. Continued.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

| Factor   | Product from <u>Brazil</u><br>compared to<br>product from<br><u>Russia</u> |                          |                          |  | Product from <u>Kazakhstan</u><br>compared to<br>product from<br><u>Malaysia</u> |                          |                          |  | Product from <u>Kazakhstan</u><br>compared to<br>product from<br><u>Russia</u> |                          |                          |
|--|--|--------------------------|--------------------------|--|--|--------------------------|--------------------------|--|--|--------------------------|--------------------------|
|  | Superior   | Comparable               | Inferior                 |  | Superior   | Comparable               | Inferior                 |  | Superior   | Comparable               | Inferior                 |
| Availability   | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Available under contracts                              | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of grades other than regular ferrosilicon | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms   | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                                      | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| "Eco-friendly" or "green" production                   | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements                          | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>1</sup>                                     | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                                    | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards                       | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards                     | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                                  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service                              | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup>                 | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> |

<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-3. Continued.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

| Factor   | Product from<br><u>Malaysia</u><br>compared to<br>product from<br><u>Russia</u> |                          |                          | Product from<br><u>United States</u><br>compared to<br>product from<br><u>Nonsubject</u><br><u>countries</u> |                          |                          | Product from<br><u>Brazil</u><br>compared to<br>product from<br><u>Nonsubject</u><br><u>countries</u> |                          |                          |
|--|---|--------------------------|--------------------------|--|--------------------------|--------------------------|---|--------------------------|--------------------------|
|  | Superior  | Comparable               | Inferior                 | Superior   | Comparable               | Inferior                 | Superior  | Comparable               | Inferior                 |
| Availability   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Available under contracts                              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of grades other than regular ferrosilicon | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                                      | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| "Eco-friendly" or "green" production                   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements                          | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>1</sup>                                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                                    | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards                       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                                  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service                              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup>                 | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |

<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-3. Continued.

*If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.*

| Factor   | Product from <u>Kazakhstan</u> compared to product from <u>Nonsubject countries</u> |                          |                          |  | Product from <u>Malaysia</u> compared to product from <u>Nonsubject countries</u> |                          |                          |  | Product from <u>Russia</u> compared to product from <u>Nonsubject countries</u> |                          |                          |
|--|---|--------------------------|--------------------------|--|---|--------------------------|--------------------------|--|---|--------------------------|--------------------------|
|  | Superior  | Comparable               | Inferior                 |  | Superior  | Comparable               | Inferior                 |  | Superior  | Comparable               | Inferior                 |
| Availability   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Available under contracts                              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability of grades other than regular ferrosilicon | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered                                      | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| "Eco-friendly" or "green" production                   | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Grade  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum quantity requirements                          | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Payment terms  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Price <sup>1</sup>                                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency                                    | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards                       | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards                     | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply                                  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service                              | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs <sup>1</sup>                 | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |  | <input type="checkbox"/>  | <input type="checkbox"/> | <input type="checkbox"/> |

<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART V.—ADDITIONAL INFORMATION**

- V-1. **Other explanations.**--If your firm would like to further explain a response to any question for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

|  |
|--|
|  |
|--|

## 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/reports/active\\_import\\_injury\\_questionnaires](https://usitc.gov/reports/active_import_injury_questionnaires).

***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 Commission’s secure submission portal.**— The questionnaire must be uploaded in two formats: (1) a Microsoft Word 97-2003 document; and (2) a PDF copy of the complete questionnaire with a signature on the first page. Please include any attachments at the end of the PDF (e.g., APO certification, additional comments, etc.).

**Web address:** <https://usitc.gov/qportal>      **Pin:** FESI      **Phase:** Final

- **E-mail.**— *E-mail the MS Word questionnaire to [john.benedetto@usitc.gov](mailto:john.benedetto@usitc.gov); include a PDF copy of the complete questionnaire with a signature on the first page. 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 submission portal 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 purchase this product,** please fill out page 1, print, sign, and submit a scanned PDF copy via the Commission’s secure submission portal or email.

**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 (202-205-1802). 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.