

**IMPORTERS' QUESTIONNAIRE
SILICON METAL FROM RUSSIA**

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than November 15, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning silicon metal from Russia (inv. No. 731-TA-991 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm imported silicon metal (as defined in the instruction booklet) from any country since January 1, 1999 ?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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 understands that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly).

I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.-GENERAL QUESTIONS

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-1. 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-2. 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. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing silicon metal from Russia into the United States or which are engaged in exporting silicon metal from Russia to the United States?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.-TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Diane Mazur (202-205-3184 or dmazur@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of silicon metal since January 1, 1999?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of silicon metal from Russia for delivery after September 30, 2002?

No Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces silicon metal in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II. TRADE AND RELATED INFORMATION—Continued

II-6. Channels of distribution.--Please report your firm's U.S. shipments of imported silicon metal by channels of distribution in the following table.

Russia

All other sources combined

Item	(Quantity in short tons of contained silicon, value in \$1,000)				
	Calendar years			January-September	
	1999	2000	2001	2001	2002
U.S. SHIPMENTS TO DISTRIBUTORS FOR:					
CHEMICAL PRODUCERS					
Quantity					
Value					
PRIMARY ALUMINUM PRODUCERS¹					
Quantity					
Value					
SECONDARY ALUMINUM PRODUCERS					
Quantity					
Value					
OTHER PRODUCERS					
Quantity					
Value					
U.S. SHIPMENTS TO ENDUSERS:					
CHEMICAL PRODUCERS					
Quantity					
Value					
PRIMARY ALUMINUM PRODUCERS¹					
Quantity					
Value					
SECONDARY ALUMINUM PRODUCERS					
Quantity					
Value					
OTHER PRODUCERS					
Quantity					
Value					
TOTAL U.S. SHIPMENTS:²					
Quantity					
Value					

¹ Please report data for your firm's U.S. shipments of low iron silicon metal (silicon metal containing less than 0.35 percent iron by weight) as follows:

	1999	2000	2001	January-September	
				2001	2002
Quantity	_____	_____	_____	_____	_____
Value	_____	_____	_____	_____	_____

² Total should equal data reported for total U.S. shipments in question II-5. If totals do not reconcile, please explain: _____

PART II. TRADE AND RELATED INFORMATION—Continued

II-7. Monthly imports.--Please report separately your firm's monthly imports of silicon metal from Russia for: a) **NAMED** sources (ZAO Kremny, SUAL-Kremny-Ural Ltd. (SKU), Pultwen Ltd., Bratsk Aluminum Smelter (BAS), and Rual Trade Limited (RTL)); and b) **OTHER** sources.

NAMED sources **OTHER** sources

Period	Quantity (short tons of contained silicon)	Value (\$1,000)
2001:		
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
2002:		
January		
February		
March		
April		
May		
June		
July		
August		
September		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from Russia and sold by your firm.

- Check one: **PRODUCT 1 (primary aluminum producers)**¹
PRODUCT 2 (secondary aluminum producers)¹
PRODUCT 3 (chemical producers)¹

<i>(Quantity in short tons of contained silicon, value in 1,000 dollars)</i>		
Period of shipment	Quantity ²	Value ²
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		

¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

² Quantities reported should be net of returns. Values reported should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), **FOB your U.S. point(s) of shipment.**

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of silicon metal (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for silicon metal imported from Russia (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what percentage of your firm's sales of silicon metal imported from Russia are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What share (in percent) of your contracts is of each of the following durations?

_____ 3 months _____ 6 months _____ 1 year _____ More than 1 year

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the quantity for a minimum shipment? _____ short tons of contained silicon metal; What is the price premium for sub-minimum shipments? _____ percent.

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of silicon metal? _____

III-B-6. What is the approximate percentage of the total delivered cost of silicon metal that is accounted for by transportation costs? _____ percent. Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-7. What is the geographic market area in the United States served by your firm's imports of silicon metal from Russia?

III-B-8. What other products may be substitutes for silicon metal?

III-B-9. Describe the end uses of the silicon metal that you import from Russia. For each end use product, what percentage of the total cost is accounted for by silicon metal?

III-B-10. Do the end uses of the silicon metal that you import vary based on the content of iron, calcium, and or aluminum?

No Yes--Please describe.

III-B-11. How has the demand within the United States (and outside the United States if known) for silicon metal changed since January 1, 1999? What were the principal factors affecting changes in demand?

III-B-12. Have there been any significant changes in the product range or marketing of silicon metal in the past five years?

No Yes--Please describe.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-13. Does your firm purchase or sell silicon metal over the internet?

No Yes—Please describe the process (using additional pages as necessary), noting the estimated percentage of your firm's total purchases/sales of silicon metal in 2001, by country, accounted for by internet transactions.

III-B-14. Report, as indicated below, information for all internet auction bids initiated by your firm since January 1, 1999, for imports of silicon metal. Include information on all known bids submitted whether or not your firm won the bid, reporting separately for each auction. Please photocopy this page as necessary.

(Quantity in short tons of contained silicon, value in 1,000 dollars)

Item	Information on product supplied by—					
	Imports from Russia	Your firm-- Imports from nonsubject sources	Other ²	Competitor 1: _____	Competitors-- ¹ Competitor 2: _____	Competitor 3: _____
Date						
Customer name						
Product specifications						
Volume (<i>quantity</i>)						
Minimum/maximum price						
Contract or spot sales (if contract, indicate the duration of contract and whether the contract terms were specified prior to the auction)						
Meet-or-release clause (Yes/No)						
Qualification criteria						
Initial bid:						
<i>Quantity</i>						
<i>Value</i>						
Final bid: ³						
<i>Quantity</i>						
<i>Value</i>						
Contract (if won):						
<i>Quantity</i>						
<i>Value</i>						

¹ Please identify any known competitor in the space provided and, if available, data on competitors' bids.

² Please identify other products (e.g., purchases from U.S. producers and/or imports/country): _____.

³ Report total number of bids submitted: _____.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-15. Are the U.S.-produced and imported silicon metal from Russia used interchangeably (i.e., can they physically be used in the same applications)?

Yes No—Please explain.

III-B-16. Are the U.S.-produced and NONSUBJECT imported silicon metal (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes No—Please explain, by country.

III-B-17. Are NONSUBJECT imported silicon metal and imported silicon metal from Russia used interchangeably?

Yes No—Please explain, by country.

III-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced silicon metal and silicon metal imported from Russia that are a significant factor in your firm's sales of silicon metal?

No Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

III-B-19. Are there any differences in product characteristics or sales conditions between U.S.-produced silicon metal and NONSUBJECT imported silicon metal that are a significant factor in your firm's sales of silicon metal?

No Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-20. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported silicon metal and imported silicon metal from Russia that are a significant factor in your firm's sales of silicon metal?

- No Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from Russia.

III-B-21. What has been the effect of the antidumping orders on imports of silicon metal from Brazil and/or China on your operations?

III-B-22. If your firm currently imports or has imported silicon metal from Brazil and/or China, have you increased your imports from Russia since the antidumping duty orders have been in place?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for silicon metal imported from Russia during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of silicon metal from Russia that each of these customers accounted for in 2001.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					