

PURCHASERS' 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)). Further information on this questionnaire can be obtained from Mary Pedersen (202-205-3247 or mpedersen@usitc.gov).

Name of firm _____
Address _____
City _____ **State** _____ **Zip code** _____
World Wide Web address _____

Has your firm purchased silicon metal (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1999?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 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 20 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 I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of silicon metal?

No Yes--List the following information.

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

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of silicon metal. Report based on delivery date, not order date.

<i>(Quantity in short tons of contained silicon, value in 1,000 dollars)</i>				
Item	1999	2000	2001	Jan.-Sept. 2002
PURCHASES FROM U.S. PRODUCERS:				
Quantity				
Value				
PURCHASES FROM RUSSIA:				
Quantity				
Value				
PURCHASES FROM ALL OTHER COUNTRIES:¹				
Quantity				
Value				
¹ Please identify these countries: _____				

PART II.--PURCHASES--Continued

II-2. If the relative shares of your firm's total purchases of silicon metal from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased silicon metal from only one country, please explain the reasons for doing so.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of silicon metal (check all that apply, noting the specific end uses if known)?

- CHEMICAL PRODUCER** (_____)
- PRIMARY ALUMINUM PRODUCER** (_____)
- SECONDARY ALUMINUM PRODUCER** (_____)
- DISTRIBUTOR** (_____)
- Other (_____)

III-2. If your firm is a distributor or reseller of silicon metal, what are the major types of consumers to which you sell silicon metal?

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

III-3. List, in order of quantity of silicon metal consumed, the top 5 end-use products for which your firm purchases silicon metal as a component part or material input. Please indicate what percentage of the total cost is accounted for by silicon metal.

<u>End use product</u>	<u>Percent of cost accounted for by silicon metal</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. If your firm is an end user of silicon metal, has the demand for your firm's final products incorporating silicon metal changed since January 1, 1999?

No Yes--Please indicate the direction of change and identify the major factors that have contributed to this change. Describe the ways in which this change has affected your firm's purchases of silicon metal.

III-5. Are there other products that could be substituted for silicon metal in its end uses?

No Yes--Please identify such substitutes. If multiple end uses exist for silicon metal, please discuss potential substitutes for each of the end uses.

III-6. Since January 1, 1999, have prices for these substitute products increased, decreased, or remained the same relative to those for silicon metal? Have changes in these relative prices caused your firm to shift purchases from silicon metal to the substitute products or vice versa?

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

III-7. Do you compete for sales to your customers with the manufacturers or importers from which you purchase silicon metal?

III-8. Are you aware whether the silicon metal you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-9. Do you know the manufacturer of the silicon metal that you purchase?

Always Usually Sometimes Never

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-11. How frequently do you make purchases (circle one) ?

daily weekly monthly other (_____)

III-12. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

III-13. How many suppliers do you generally contact before making a purchase?

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

III-14. How frequently do you change suppliers?

III-15. If you have changed suppliers within the last 3 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

III-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

No

Yes--Please identify the firms and indicate how you become aware of them.

III-17. What characteristics does your firm consider when determining the quality of a supplier's silicon metal?

III-18. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase silicon metal for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

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

III-19. How often does your firm purchase the silicon metal that is offered at the lowest price?

- Always
- Usually
- Sometimes
- Never

III-20. Generally, when you make a purchase does your supplier set the terms, or are terms negotiable?

- Supplier sets
- Negotiable

III-21. Please list the names of any firms you considered price leaders in the silicon metal market during January 1999-September 2002. 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 does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-22. Please describe how the above firm(s) exhibited price leadership.

III-23. Since 1999, how frequently has the price of the silicon metal you are purchasing changed?

III-24. Of the total cost of the silicon metal that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

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

III-25. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, or any other performance characteristic of the silicon metal they sell to your firm?

- No Yes--Approximately what percent of your firm's total 2001 purchases of silicon metal required some form of certification or pre-qualification? _____ percent. Please provide a general description of the silicon metal purchased by your firm that requires supplier certification.

III-26. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

III-27. Since January 1, 1999, have any domestic or foreign producers ever failed in their attempts to qualify their silicon metal with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

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

III-B-28. Does your firm purchase 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 of silicon metal in 2001, by country, accounted for by internet transactions.

III-B-29. Report, as indicated below, information for all internet auction bids solicited by your firm since January 1, 1999, for silicon metal. Include all solicitations whether or not your firm awarded the contract, 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--						Other ²
	U.S. producers-- ¹		Imports from Russia-- ¹		Imports from nonsubject sources-- ¹		
	Competitor 1: _____	Competitor 2: _____	Competitor 3: _____	Competitor 4: _____	Competitor 5: _____	Competitor 6: _____	
Date							
Product specifications							
Volume (quantity)							
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:							
Quantity							
Value							
Final bid: ³							
Quantity							
Value							
Contract (if awarded):							
Quantity							
Value							

¹ Please identify competitor in the space provided.

² Please identify other sources (e.g., distributors): _____.

³ Report total number of bids received: _____.

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

III-30. What percent of your firm's purchases of silicon metal are on a contract basis vs. spot basis?

Contract purchases	_____
Spot purchases	_____
	100 %

III-31. If your firm purchases silicon metal 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.

(g) Do prices vary within the duration of a contract, in response to changes in spot prices?

No Yes--Please explain in detail the relationship of contract prices to spot prices.

(h) If contracts have a meet-or-release clause, has your supplier actually changed prices during the period in which the contract was in place? Yes _____ No _____. If yes, please estimate the percentage of your firm's contract purchases in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

III-32 (a) What, if any, is the relationship between contract and spot prices for silicon metal?

(b) Has this relationship changed during the period January 1999-September 2002? If so, please discuss.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for silicon metal for which your firm has actual marketing/pricing knowledge.

- United States
- Russia
- Other countries (Please specify _____)

IV-2. Do the specifications of silicon metal vary depending on the end use application?

- No
- Yes--Please list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.

IV-3. Are imported and domestically produced silicon metal used in the same applications? Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

- | | | |
|----------------|------------------------------|--|
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |
| _____ vs _____ | <input type="checkbox"/> Yes | <input type="checkbox"/> No--Please explain below. |

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-4. Do you or your customers ever specifically order silicon metal from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why silicon metal from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types of silicon metal available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type.

IV-6. Please indicate whether prices of silicon metal from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

- _____ Higher Same Lower priced than from _____
- _____ Higher Same Lower priced than from _____
- _____ Higher Same Lower priced than from _____

IV-7. If you purchased silicon metal from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-8. If you purchased imported silicon metal during 2001, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced silicon metal instead (please specify by country, including imports from both subject and nonsubject countries)?

Russia _____ percent higher

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-9. Since January 1, 1999, have the prices of U.S.-produced silicon metal generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)?

Increased (specify countries _____)

Decreased (specify countries _____)

Remained the same (specify countries _____)

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-11. For the factors listed below, please rate each in terms of its importance in your purchase decision for silicon metal.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<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"/>
Lowest price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<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"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<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"/>

PART V.--PURCHASE PRICES

This section requests quarterly price and quantity data concerning your firm's purchases of the following U.S.-produced and imported products during January 2000-September 2002 (report all purchases meeting the listed specifications):

Product 1.— For purchases by primary aluminum producers—silicon metal less than 99.99% pure that contains a minimum of 98.5% silicon, a maximum of 1.00% iron, a maximum of 0.07% calcium, and no restriction of the aluminum content

Product 2.— For purchases by secondary aluminum producers—silicon metal less than 99.99% pure that contains a minimum of 98.0% silicon, a maximum of 1.00% iron, a maximum of 0.4% calcium, and no restriction of the aluminum content

Product 3.— For purchases by chemical manufacturers—silicon metal less than 99.99% pure that contains a minimum of 98.5% silicon, a maximum of 0.65% iron, a maximum of 0.2% calcium, and a maximum of 0.35% aluminum.

COPY PAGES AS NECESSARY. Complete a separate page for each of the specified products purchased by your firm. Indicate in the space provided the product for which pricing is reported.

PURCHASES FROM U.S. PRODUCERS

Product 1' Product 2' Product 3'

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

Period of shipment	Quantity	Delivered value
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 silicon metal product, provide a description of your product:

PART V.--PURCHASE PRICES--Continued

PURCHASES FROM U.S. IMPORTERS

Product 1¹ Product 2¹ Product 3¹

Russia Other country: _____

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

Period of shipment	Quantity	Delivered value
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 silicon metal product, provide a description of your product:

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest suppliers of silicon metal purchased 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 purchases of silicon metal that each of these suppliers accounted for in 2001.

No.	Supplier's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 pur- chases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					