

**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 March 22, 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 (Preliminary)). 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)).

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

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as 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.*

*The undersigned acknowledges 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.

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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>
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations on silicon metal. More than one answer may be applicable.

Importer of record       Takes title to the imported product(s)  
 Consignee of the imported product(s)       Customs broker or freight forwarder

I-7. If your firm is an importer of record of silicon metal but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-8. Please indicate whether your firm enters silicon metal into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones     No       Yes  
Bonded warehouses     No       Yes

I-9. Please indicate whether your firm imports silicon metal under the TIB (temporary importation under bond) program.

No       Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_



**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of silicon metal imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Russia and for all other sources combined. Photocopy page as necessary.**

	<input type="checkbox"/> Russia	<input type="checkbox"/> All other sources combined <sup>1</sup>	
	<i>(Quantity in short tons of contained silicon, value in \$1,000)</i>		
Item	1999	2000	2001
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>			
<b>IMPORTS:</b> <sup>2</sup>			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
<b>U.S. SHIPMENTS:</b>			
<b>Commercial shipments:</b>			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
<b>Internal consumption/company transfers:</b>			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> <sup>3</sup> of internal consumption/transfers			
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO CHEMICAL PRODUCERS:</b>			
<b>DISTRIBUTORS</b> <i>(quantity)</i>			
<b>END USERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO PRIMARY ALUMINUM PRODUCERS:</b>			
<b>DISTRIBUTORS</b> <i>(quantity)</i>			
<b>END USERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO SECONDARY ALUMINUM PRODUCERS:</b>			
<b>DISTRIBUTORS</b> <i>(quantity)</i>			
<b>END USERS</b> <i>(quantity)</i>			
<b>U.S. SHIPMENTS TO OTHER PRODUCERS:</b>			
<b>DISTRIBUTORS</b> <i>(quantity)</i>			
<b>END USERS</b> <i>(quantity)</i>			

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below:

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes  No--Please explain: \_\_\_\_\_

**PART III.-PRICING AND RELATED INFORMATION**

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

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Russia during January 1999-December 2001:

***Product 1.***— For sales to 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 sales to 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 sales to 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.

**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**<sup>1</sup>  **PRODUCT 2**<sup>1</sup>  **PRODUCT 3**<sup>1</sup>

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

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

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<sup>2</sup> 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 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.

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

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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 is the average duration of a contract? \_\_\_\_\_

(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 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?

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

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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?

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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.

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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?

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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.

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**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, noting the estimated percentage of your firm's total purchases/sales of silicon metal in 2001 accounted for by internet transactions.

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III-B-14. 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.

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III-B-15. 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.

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III-B-16. Are NONSUBJECT imported silicon metal and imported silicon metal from Russia used interchangeably?

- Yes       No—Please explain, by country.

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III-B-17. 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.).

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**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-B. PRICE-RELATED QUESTIONS—Continued**

III-B-18. 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.

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III-B-19. 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.

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III-B-20. What has been the effect of the antidumping orders on imports of silicon metal from Brazil and China on your operations?

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III-B-21. If your firm currently imports or has imported silicon metal from Brazil and China, have you increased your imports from Russia since the antidumping duty orders have been in place?

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**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					