

**PRODUCERS' 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 (investigation 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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm produced SILICON METAL (as defined in the instruction booklet) 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

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 40 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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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>
_____	_____	_____
_____	_____	_____

I-6. 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.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Fischer (202-205-3179 or ffischer@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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of silicon metal since January 1, 1999?

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

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of silicon metal?

No Yes--List the following information.

Product

Basis for allocation of capacity data

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce silicon metal?

No Yes--List the following information.

Product

Basis for allocation of employment data

II-6. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of silicon metal?

No Yes--Name firm: _____

II-7. Does your firm produce silicon metal in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 1999, has your firm imported silicon metal?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of silicon metal in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons of contained silicon, value in \$1,000)</i>			
Item	1999	2000	2001
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>			
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
PRODUCTION <i>(quantity)</i>			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption:			
<i>Quantity</i> of internal consumption			
<i>Value</i> ¹ of internal consumption			
Transfers to related firms:			
<i>Quantity</i> of transfers to related firms			
<i>Value</i> ¹ of transfers to related firms			
EXPORT SHIPMENTS: ²			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES ³ <i>(quantity)</i>			
U.S. SHIPMENTS TO CHEMICAL PRODUCERS			
DISTRIBUTORS <i>(quantity)</i>			
END USERS <i>(quantity)</i>			
U.S. SHIPMENTS TO PRIMARY ALUMINUM PRODUCERS			
DISTRIBUTORS <i>(quantity)</i>			
END USERS <i>(quantity)</i>			
U.S. SHIPMENTS TO SECONDARY ALUMINUM PRODUCERS			
DISTRIBUTORS <i>(quantity)</i>			
END USERS <i>(quantity)</i>			
U.S. SHIPMENTS TO OTHER PRODUCERS			
DISTRIBUTORS <i>(quantity)</i>			
END USERS <i>(quantity)</i>			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs <i>(1,000 hours)</i>			
WAGES PAID TO PRWs <i>(value)</i>			

¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below:

² Identify your principal export markets: _____

³ **Reconciliation of data.**--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Other than direct imports, has your firm otherwise purchased silicon metal since January 1, 1999? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons of contained silicon, value in \$1,000)</i>			
Item	Calendar years		
	1999	2000	2001
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
RUSSIA:			
Quantity			
Value			
ALL OTHER COUNTRIES:			
Quantity			
Value			
PURCHASES FROM DOMESTIC PRODUCERS:²			
Quantity			
Value			
PURCHASES FROM OTHER SOURCES:²			
Quantity			
Value			

¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.

² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or cmehta@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

GAAP Tax Cash Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ___ or does not ___ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ___ or does not ___ prepare internal profit-and-loss reports on silicon metal operations which indicate the cost of production of silicon metal.

My firm or parent does ___ or does not ___ prepare internal reports indicating the cost of production of silicon metal.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced silicon metal, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on silicon metal.--Report the revenue and related cost information requested below on the silicon metal operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Please provide details of any non-recurring or extraordinary item included in data. If your firm had swap transactions, please explain how you accounted for these swap transactions in an explanatory note to your submission. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Item	<i>(Quantity in short tons of contained silicon, value in \$1,000)</i>		
	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on silicon metal, and the values of the property, plant, and equipment used in the production of silicon metal. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Item	(Value in \$1,000)		
	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			

III-8. Since January 1, 1999, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of silicon metal from Russia?

No Yes--My firm has experienced actual negative effects as follows:

- Cancellation or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds

Other (specify) _____

III-9. Does your firm anticipate any negative impact of imports of silicon metal from Russia?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-A.--PRICE DATA--Continued

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

Check one: **PRODUCT 1¹** **PRODUCT 2¹** **PRODUCT 3¹**

<i>(Quantity in short tons of contained silicon, value in 1,000 dollars)²</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		

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. producing establishment(s).**

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced silicon metal (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic silicon metal usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced silicon metal 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

IV-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? _____

IV-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 or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-7. What is the geographic market area in the United States served by your firm's silicon metal?

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

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

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

No Yes--Please describe.

IV-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?

IV-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 IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-13. Does your firm sell silicon metal over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of silicon metal in 2001 accounted for by internet sales.

IV-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.

IV-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.

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

- Yes No--Please explain, by country.

IV-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.).

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-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.

IV-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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for silicon metal 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 shipments of silicon metal 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					

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES

Instructions for preliminary investigation: **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Instructions for final investigation: **PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

Since January 1, 1999: To avoid losing sales to competitors selling silicon metal from Russia, did your firm:

Reduce prices Yes No

Roll back announced price increases Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your initial price quotation
- Quantity involved
- Your initial *rejected* price quotation (total delivered value)
- Your *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons of contained silicon)	Initial rejected U.S. price (total value--dollars)	Accepted U.S. price (total value--dollars)	Country of origin	Competing import price (total value--dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

Instructions for preliminary investigation: **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Instructions for final investigation: **PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

Since January 1, 1999: Did your firm lose sales of silicon metal to imports of these products from Russia?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons of contained silicon)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value-- dollars)