

IMPORTERS' QUESTIONNAIRE
DRAMS AND DRAM MODULES FROM KOREA

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 May 9, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty investigation concerning DRAMs and DRAM modules from Korea (inv. No. 701-TA-431 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported DRAMs or DRAM modules (as defined in the instruction booklet) from any country at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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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 signing 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 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 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. 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 (1) engaged in importing into the United States either DRAMs/DRAM modules containing dice that were fabricated in Korea or cased DRAMs/DRAM modules where the dice were assembled into cased DRAMs in Korea, or (2) engaged in exporting to the United States either DRAMs/DRAM modules containing dice that were fabricated in Korea or cased DRAMs/DRAM modules where the dice were assembled into cased DRAMs in Korea?

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 DRAMs or DRAM modules?

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 DRAMs and DRAM modules. 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 DRAMs or DRAM modules 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 DRAMs or DRAM modules 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 DRAMs or DRAM modules 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—List the product(s), countries affected, and the date of such findings/remedies or status of ongoing investigations. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193).
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 DRAMs or DRAM modules since January 1, 2000?

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

II-3. Has your firm imported DRAMs or DRAM modules containing dice that were fabricated in Korea or arranged for the importation of such products for delivery after March 31, 2003?

No Yes—Indicate when such orders are to be delivered, the type(s) of products (i.e., uncased DRAMs, cased DRAMs or DRAM modules) and the quantities (in units) involved. Please provide such data separately for products that contain (1) Korean-fabricated Samsung dice and (2) other Korean-fabricated dice.

II-4. If your firm also produces DRAMs or DRAM modules 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-7. **IMPORTS OF UNCASSED DRAMS.**—For the specified periods, report your firm's imports and your firm's shipments and inventories of uncased DRAMs imported by your firm. (See definitions in the instruction booklet.) **Report separately for each uncased product imported by your firm by density and by the location of dice fabrication, photocopying this page, as necessary. Identify: (1) density and (2) dice fabrication location reported for each page by checking one box for each category below.**

- 1) Density: 16 Meg 64 Meg 128 Meg 256 Meg 512 Meg Other (specify: _____)
- 2) Dice fabrication location: Korea (Samsung) Korea (other firms) All other sources combined (specify: _____)

Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
Beginning-of-period inventories (1,000 units)					
IMPORTS:					
Produced by foreign affiliates:					
Quantity (1,000 units)					
Value (\$1,000) ¹					
Produced by unrelated parties:²					
Quantity (1,000 units)					
Value (\$1,000)					
U.S. SHIPMENTS:					
Company transfers for making cased DRAMs:					
Quantity (1,000 units)					
Value (\$1,000) ³					
Other U.S. company transfers/internal consumption (identify the nature of the transfers _____):					
Quantity (1,000 units)					
Value (\$1,000) ³					
Domestic commercial shipments:					
Quantity (1,000 units)					
Value (\$1,000)					
EXPORT SHIPMENTS:					
Transfers to foreign affiliates:⁴					
Quantity (1,000 units)					
Value (\$1,000) ³					
Other export shipments:⁴					
Quantity (1,000 units)					
Value (\$1,000)					
End-of-period inventories⁵ (1,000 units)					

¹ Give the basis for valuation of imports from foreign affiliates (e.g., cost, cost plus, market, etc.): _____

² Please identify the foreign producers, if known: _____

³ 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 2000, 2001, and 2002: _____

⁴ Identify your principal export markets: _____

⁵ **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 II.—TRADE AND RELATED INFORMATION—Continued

II-8. IMPORTS OF CASSED DRAMS.—For the specified periods, report your firm's imports and your firm's shipments and inventories of cased DRAMs imported by your firm. (See definitions in the instruction booklet.) **Report separately for each cased product imported by your firm by density, by the location of the dice fabrication, and by the location where the cased DRAMs were assembled. Identify one box in each category below: (1) density, (2) location of dice fabrication, and (3) location of cased DRAM assembly, photocopying page as necessary to report all combinations.**

- 1) Density: 16 Meg 64 Meg 128 Meg 256 Meg 512 Meg Other (specify: _____)
- 2) Dice fabrication location: Korea (Samsung) Korea (other firms) U.S. All other sources combined (specify: _____)
- 3) Cased DRAM assembly location: Korea All other sources combined (specify: _____)

Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
Beginning-of-period inventories (1,000 units)					
IMPORTS:					
Produced by foreign affiliates:					
Quantity (1,000 units)					
Value (\$1,000) ¹					
Produced by unrelated parties:²					
Quantity (1,000 units)					
Value (\$1,000)					
U.S. SHIPMENTS:					
Company transfers for making DRAM modules:					
Quantity (1,000 units)					
Value (\$1,000) ³					
Other U.S. company transfers:					
Quantity (1,000 units)					
Value (\$1,000) ³					
Domestic commercial shipments:					
Quantity (1,000 units)					
Value (\$1,000)					
EXPORT SHIPMENTS:					
Transfers to foreign affiliates:⁴					
Quantity (1,000 units)					
Value (\$1,000) ³					
Other export shipments:⁴					
Quantity (1,000 units)					
Value (\$1,000)					
End-of-period inventories⁵ (1,000 units)					

¹ Give the basis for valuation of imports from foreign affiliates (e.g., cost, cost plus, market, etc.): _____

² Please identify the foreign producers, if known: _____

³ 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 2000, 2001, and 2002: _____

⁴ Identify your principal export markets: _____

⁵ **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 II.—TRADE AND RELATED INFORMATION—Continued

II-9. **IMPORTS OF DRAM MODULES.**—For the specified periods, report your firm's imports and your firm's shipments and inventories of DRAM modules imported by your firm. (See definitions in the instruction booklet.) **Report separately for each product imported by your firm by the location of the fabrication of the dice, and the location where the cased DRAMs were assembled, and the location where the DRAM modules were assembled. Identify one box in each category below: (1) location of dice fabrication, (2) location of DRAM casing, and (3) location of DRAM module assembly, photocopying page as necessary to report all possible combinations.**

- 1) Dice fabrication location: Korea (Samsung) Korea (other firms) United States All other sources combined (specify: _____)
- 2) Cased DRAM assembly location: Korea United States All other sources combined (specify: _____)
- 3) Module assembly location: Korea All other sources combined (specify: _____)

Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
Beginning-of-period inventories (<i>billion bits</i>)					
IMPORTS:					
Produced by foreign affiliates:					
Quantity (<i>billion bits</i>)					
Value (\$1,000) ¹					
Produced by unrelated parties:²					
Quantity (<i>billion bits</i>)					
Value (\$1,000)					
U.S. SHIPMENTS:					
Internal consumption/other U.S. company transfers (please identify the nature of the consumption/transfers: _____)					
Quantity (<i>billion bits</i>)					
Value (\$1,000) ³					
Domestic commercial shipments:					
Quantity (<i>billion bits</i>)					
Value (\$1,000)					
EXPORT SHIPMENTS:					
Transfers to foreign affiliates:⁴					
Quantity (<i>billion bits</i>)					
Value (\$1,000) ³					
Other export shipments:⁴					
Quantity (<i>billion bits</i>)					
Value (\$1,000)					
End-of-period inventories⁵ (<i>billion bits</i>)					

¹ Give the basis for valuation of imports from foreign affiliates (e.g., cost, cost plus, market, etc.): _____

² Please identify the foreign producers, if known: _____

³ 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 2000, 2001, and 2002: _____

⁴ Identify your principal export markets: _____

⁵ **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 II.—TRADE AND RELATED INFORMATION—Continued

II-10. (a) In the following table, please estimate the shares (in percent) of the value of your 2002 U.S. shipments of your imports of DRAMs and DRAM modules, by DRAM type and by location of dice fabrication.

Type of DRAM	Dice fabricated in--				
	United States	Korea by--		Other sources	All sources
		Samsung	Others		
Standard DRAMs, including extended data out (EDO), fast page, synchronous, and double data rate					
Rambus					
Other DRAM types, including video (VRAM), synchronous graphics (SGRAM), windows (WRAM), and other (please specify type(s)): _____					
Total, all DRAM types					100.0%

(b) In reference to the data provided in II-10a, please note general changes (if any) in your DRAM product mix or source mix that transpired during January 2000-March 2003. _____

II-11. (a) Do you know the country of fabrication for your purchases and internal transfers of uncased DRAMs?
 Always Usually Sometimes Never

(b) Do you know the identity of the fabricating firm for your purchases and internal transfers of uncased DRAMs?
 Always Usually Sometimes Never

II-12. (a) Do you know the country of fabrication and the country of assembly for your purchases and internal transfers of cased DRAMs?
 Uncased DRAM fabrication: Always Usually Sometimes Never
 Cased DRAM assembly: Always Usually Sometimes Never

(b) Do you know the identity of the fabricating firm for your purchases and internal transfers of cased DRAMs?
 Uncased DRAM fabrication: Always Usually Sometimes Never

II-13. (a) Do you know the country of fabrication and the country of assembly for your purchases and internal transfers of DRAM modules?
 Uncased DRAM fabrication: Always Usually Sometimes Never
 Cased DRAM assembly: Always Usually Sometimes Never
 DRAM module assembly: Always Usually Sometimes Never

(b) Do you know the identity of the fabricating firm for your purchases and internal transfers of DRAM modules?
 Uncased DRAM fabrication: Always Usually Sometimes Never

PART III.--PRICING AND RELATED INFORMATION

Information on this part of the questionnaire can be obtained from John N. Giamalva (202-205-2785).

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 monthly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following U.S.-produced and subject Korean DRAMs and DRAM modules imported by your firm and sold during January 2000-March 2003:

Cased DRAMs:

- Product 1.—64 megabit PC100 and PC133 SDRAM**
- Product 2.—128 megabit PC100 and PC133 SDRAM**
- Product 3.—256 megabit PC100 and PC133 SDRAM**
- Product 4.—128 megabit DDR SDRAM**
- Product 5.—256 megabit DDR266 SDRAM**

DRAM modules:

- Product 6.—64 Megabyte PC100 and PC133 memory module**
- Product 7.—128 Megabyte PC100 and PC133 memory module**
- Product 8.—256 Megabyte DDR266 SDRAM memory module**

Please note: Subject Korean DRAMs and DRAM modules are those with dice fabricated in Korea, regardless of where the dice are cased. U.S.-produced DRAMs and DRAM modules are those with U.S.-fabricated dice, regardless of where the dice are cased, plus those with dice fabricated in a third country and then cased in the United States.

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

Section III-A.--PRICE DATA--Continued

III-A-1. Cased DRAMs sold in 2000 and 2001.--COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified DRAMs **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source, cased DRAM assembly source, and customer type.

Product: Product 1¹ Product 2¹ Product 3¹ Product 4¹ Product 5¹

Note: If you reported sales of this product in the preliminary questionnaire response, and the data have not changed, check here and skip to next page

Fabricated in: United States Korea by Samsung Korea, other Other countries

Country where dice were cased: United States Korea Other countries

Customer type: PC OEMs Other OEMs All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
2000:			2001:		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.			Apr.		
May			May		
June			June		
July			July		
Aug.			Aug.		
Sep.			Sep.		
Oct.			Oct.		
Nov.			Nov.		
Dec.			Dec.		

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

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

Section III-A.--PRICE DATA--Continued

III-A-2. Cased DRAMs sold in 2002 and January-March 2003.--COPY THIS PAGE AS NECESSARY.

Report separately for each of the specified DRAMs **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source and customer type.

Product: Product 1¹ Product 2¹ Product 3¹ Product 4¹ Product 5¹

Note: If you reported sales of this product in the preliminary questionnaire response, and the data have not changed, check here and report only for October 2002-March 2003

Fabricated in: United States Korea by Samsung Korea, other Other countries

Country where dice were cased: United States Korea Other countries

Customer type: PC OEMs Other OEMs All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
2002:			2003:		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.					
May					
June					
July					
Aug.					
Sep.					
Oct.					
Nov.					
Dec.					

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

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

Section III-A.--PRICE DATA--Continued

III-A-3. DRAM modules sold in 2000 and 2001.--COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified DRAM modules **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source, cased DRAM assembly source, and customer type.

Product: Product 6¹ Product 7¹ Product 8¹

Note: If you reported sales of this product in the preliminary questionnaire response, and the data have not changed, check here and skip to next page

Fabricated in: United States Korea by Samsung Korea, other Other countries

Country where dice were cased: United States Korea Other countries

Customer type: PC OEMs Other OEMs All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
2000:			2001:		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.			Apr.		
May			May		
June			June		
July			July		
Aug.			Aug.		
Sep.			Sep.		
Oct.			Oct.		
Nov.			Nov.		
Dec.			Dec.		

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

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

Section III-A.--PRICE DATA--Continued

III-A-4. DRAM modules sold in 2002 and January-March 2003.--COPY THIS PAGE AS NECESSARY.

Report separately for each of the specified DRAM modules **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source, cased DRAM assembly source, and customer type.

Product: Product 6¹ Product 7¹ Product 8¹

Note: If you reported sales of this product in the preliminary questionnaire response, and the data have not changed, check here and report only for October 2002-March 2003

Fabricated in: United States Korea by Samsung Korea, other Other countries

Country where dice were cased: United States Korea Other countries

Customer type: PC OEMs Other OEMs All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
2002:			2003:		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.					
May					
June					
July					
Aug.					
Sep.					
Oct.					
Nov.					
Dec.					

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

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 DRAMs or DRAM modules in the U.S. market (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 its imported DRAMs or DRAM modules in the U.S. market (e.g., 2/10 net 30 days)? _____ On what basis are your prices of imported DRAMs or DRAM modules usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

III-B-4. Approximately what percentage of your firm's U.S. sales of its imported DRAMs and DRAM modules 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

(g) Please describe the relationship between spot prices and contract prices since January 1, 2000

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

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

III-B-5. If you sell on a contract basis, describe the impact of spot pricing on contract prices;

(a) when contract prices are negotiated _____

(b) within the contract period _____

III-B-6 (a) Has your firm entered into any long-term agreements for the supply of DRAMs or DRAM modules? If yes, please report the terms of these supply agreements (i.e., pricing, volume, duration), the share of your total sales accounted for by these long-term agreements, and the firms involved.

(b) Do your customers with more than one location negotiate a single contract or a single price for all locations. No _____ Yes _____ --If Yes, please explain whether this is true for all multi-location customers or only for some, and if only for some, please elaborate on the type(s) of customers involved.

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of DRAMs or DRAM modules? _____

III-B-8. What is the approximate percentage of the total delivered cost of DRAMs or DRAM modules that is accounted for by U.S. inland 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 port of entry? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's DRAMs or DRAM modules?

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

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

III-B-10. a) Please describe a typical business cycle in the DRAMs market (e.g., determinants of the cycle, the relationship of capacity to demand, and the pricing practices of individual firms). Does the DRAMs business cycle affect your sales of DRAMs or DRAM modules? If so, how?

b) Is the DRAMs market affected by seasonal cycles (e.g. the holiday season, back-to-school season, etc.)? If so, how does this affect your sales of DRAMs or DRAM modules?

III-B-11. (a) Describe how easily your firm can shift its sources of DRAMs or DRAM modules between DRAMs fabricated in Korea and those from other sources. Please identify these alternate sources of supply. If your answer varies by producer (e.g., Hynix vs Samsung) please answer separately for each producer.

(b) Describe how easily your firm can shift its sales of DRAMs or DRAM modules between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting purchases between the U.S. market and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-12. What other products may be substitutes for DRAMs or DRAM modules? Please report the application(s) in which such substitution is possible.

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

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

III-B-13. Describe the end uses of the DRAMs or DRAM modules that you import. For each end use product, what percentage of the total cost is accounted for by DRAMs or DRAM modules?

III-B-14. How has the demand within the United States (and outside the United States if known) for DRAMs or DRAM modules changed since January 1, 2000? What were the principal factors affecting changes in demand?

III-B-15. Have there been any significant changes in the product range or marketing of DRAMs or DRAM modules in the past five years?

No Yes--Please describe.

III-B-16. Please report the approximate date your firm began selling each of the following devices in commercial quantities in the U.S. market. If your answers differ by customer type, please explain.

128 Megabit SDRAMs: _____

256 Megabit SDRAMs: _____

Double Data Rate SDRAMs: _____

1 Gigabit SDRAMs: _____

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

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

III-B-16. Does your firm sell DRAMs or DRAM modules over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of DRAMs or DRAM modules in 2002 accounted for by internet sales.

III-B-17. Please report the value of your firm's total U.S. commercial shipments of DRAMs and DRAM modules containing Korean-fabricated dice made to each of the following customer types during 2002:

Customer type	Individual DRAMs		DRAM Modules made from:	
	Samsung dice	Other Korean dice	Samsung dice	Other Korean dice
PC OEMs				
Other OEMs				
All other sales (distributors etc.)				
Total	\$	\$	\$	\$

III-B-18. What percentage of the total cost of a DRAM module is accounted for by the cost of the DRAMs? _____

Please note: Subject Korean DRAMs and DRAM modules are those with dice fabricated in Korea. U.S.-produced DRAMs and DRAM modules are those with U.S.-fabricated dice, plus those with dice fabricated in a third country and then cased in the United States. Nonsubject DRAMs and DRAM modules are those with dice fabricated in a third country and not cased in the United States. If your answers to any questions in this section vary by Korean producer (e.g., Hynix vs Samsung) please answer separately for each producer.

III-B-19. Are the U.S.-produced and subject Korean DRAMs or DRAM modules used interchangeably (i.e., can they physically be used in the same applications)?

Yes No--Please explain.

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

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

Please note: Subject Korean DRAMs and DRAM modules are those with dice fabricated in Korea. U.S.-produced DRAMs and DRAM modules are those with U.S.-fabricated dice, plus those with dice fabricated in a third country and then cased in the United States. Nonsubject DRAMs and DRAM modules are those with dice fabricated in a third country and not cased in the United States. If your answers to any questions in this section vary by Korean producer (e.g., Hynix vs Samsung) please answer separately for each producer.

III-B-20. Are the U.S.-produced and NONSUBJECT imported DRAMs or DRAM modules generally used interchangeably?

Yes No--Please explain, by country.

III-B-21. Are NONSUBJECT imported DRAMs or DRAM modules and subject Korean DRAMs or DRAM modules used interchangeably?

Yes No--Please explain, by country.

III-B-22. Are there any differences in product characteristics or sales conditions between U.S.-produced DRAMs or DRAM modules and subject Korean DRAMs or DRAM modules that are a significant factor in your firm's sales of DRAMs or DRAM modules?

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-23. Are there any differences in product characteristics or sales conditions between U.S.-produced DRAMs or DRAM modules and NONSUBJECT imported DRAMs or DRAM modules that are a significant factor in your firm's sales of DRAMs or DRAM modules?

No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product.

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

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

III-B-24. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported DRAMs or DRAM modules and subject Korean DRAMs or DRAM modules that are a significant factor in your firm's sales of DRAMs or DRAM modules?

- No Yes--Please describe, by country of fabrication, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the subject Korean product.

III-B-25. Using specific applications as examples where appropriate, discuss the substitutability of:
a) DRAMs with different addressing modes (EDO, synchronous, DDR, Rambus, etc.)

b) Commodity DRAMs with specialty DRAMs (SGRAM, VRAM, GDDR2, etc.)

c) DRAMs with differing densities (e.g. viability of substituting four 64 Mb DRAMs in an application for one 256 Mb DRAM).

d) DRAMs with differing speeds (e.g. viability of substituting PC100 SDRAMs for PC133 SDRAMs or DDR266 SDRAMs for DDR333 SDRAMs).

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

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

III-B-26. a) Do the U.S. firms to which you sell DRAMs or DRAM modules require that your firm be qualified before they will purchase DRAMs or DRAM modules from you? If yes, please describe, in detail, the qualification process. Include in your description the steps required, the time of the process, the type of DRAM involved, and the types of customers (PC OEM, other OEM, distributor, etc.) that require qualification.

b) Subsequent to qualification of your firm, do the U.S. firms to which you sell DRAMs or DRAM modules require that DRAMs be qualified in a specific application? If yes, please describe, in detail, the qualification process. Include in your description, the steps required, the time of the process, the type of DRAM involved, and the types of customers (PC OEM, other OEM, distributor, etc.), that require qualification in a specific application.

c) Since January 1, 2000, has your firm ever failed to qualify to supply DRAMs or DRAM modules to a U.S. customer? Yes ____ No ____ . If yes, please give the date, customer name, type and source of DRAM, and the reason for the failure to qualify. Please also note whether your firm failed to qualify for all applications, or qualified for some applications but not others. If your firm attempted to qualify at a later date, please report the result of that attempt.
