

**PURCHASERS' QUESTIONNAIRE**  
**DRAMs 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 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)). Further information on this questionnaire can be obtained from John N. Giamalva (202-205-2785).

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

Has your firm purchased DRAMs or DRAM modules (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

- 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 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 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 DRAMs or DRAM modules from Korea into the United States or which are engaged in exporting DRAMs or DRAM modules from Korea 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 DRAMs or DRAM modules?

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, the value of your firm's U.S. purchases (either directly or through a sales agent or broker) of DRAMs and DRAM modules in 2002 and the first quarter of 2003. Report based on delivery date, not order date.

<i>(Value in U.S. dollars)</i>		
Item	2002	January-March 2003
<b>Cased DRAMs:</b>		
<b>DRAM Modules:</b>		

II-2. If the relative shares of your firm's total U.S. purchases of DRAMs and DRAM modules from different sources (both domestic and foreign) have changed in the last three years, please list the source, state whether the relative share from that country has increased or decreased, and state the reason. Please report separately for DRAMs fabricated in Korea by Samsung and those fabricated in Korea by producers other than Samsung (including Hynix, Hyundai, and L.G. Semicon).

Source	Increase/decrease	Reason

**PART II.--PURCHASES--Continued**

II-3. If your firm has purchased DRAMs or DRAM modules in the United States from only one source, 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 DRAMs or DRAM modules (check all that apply, noting the specific end uses if known)?

- PC OEM (\_\_\_\_\_)
- Other OEM (\_\_\_\_\_)
- Distributor (\_\_\_\_\_)
- Other (\_\_\_\_\_)

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

\_\_\_\_\_  
\_\_\_\_\_

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

<u>End use product</u>	<u>Percent of cost accounted for by DRAMs or DRAM modules</u>
Example only: Compact disk drives	1%
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

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

III-4. If your firm is an end user of DRAMs or DRAM modules, has the U.S. demand for your firm's final products incorporating DRAMs or DRAM modules changed since January 1, 2000?

- No                       Yes--Please indicate whether demand increased or decreased 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 DRAMs or DRAM modules.

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III-5. Are there other products that could be substituted for DRAMs or DRAM modules in their end uses?

- No                       Yes--Please identify such substitutes. If multiple end uses exist for DRAMs or DRAM modules, please discuss potential substitutes for each of the end uses.

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III-6. Since January 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for DRAMs or DRAM modules in the U.S. market? Have changes in these relative prices caused your firm to shift purchases from DRAMs or DRAM modules to the substitute products or vice versa?

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

III-7. Have there been any significant changes in the supply or suppliers of DRAMs and DRAM modules in the U.S. market that affected the price or availability in the past three years? (Including U.S.-produced, Korean-produced, and nonsubject DRAMs and DRAM modules.)

No             Yes--Please describe.

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III-8. Have there been any significant changes in the demand, marketing, or distribution of DRAMs and DRAM modules in the U.S. market in the past three years? (Such changes might include changes in life-cycle expectations for specific devices, the role of global purchasers, or the incidence of reverse auctions.)

No             Yes--Please describe.

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III-9. Describe the significance of the antidumping duty order covering imports of non-Samsung Korean DRAMs \$ 1Mb and DRAM modules containing any DRAMs \$ 1Mb that was in effect from May 10, 1993, until October 5, 2000, in terms of its effect either directly or indirectly, on your firm in the U.S. market.

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

III-10. (a) Do you know the country of fabrication for the DRAMs or DRAM modules you purchase?

- Always                       Usually                       Sometimes                       Never

(b) Do you know the country in which the DRAMs or DRAM modules were cased (assembled)?

- Always                       Usually                       Sometimes                       Never

(c) Do you know the identity of the firm that fabricated the DRAMs or DRAM modules?

- Always                       Usually                       Sometimes                       Never

(d) Do you know the identity of the firm that cased (assembled) the DRAMs or DRAM modules?

- Always                       Usually                       Sometimes                       Never

III-11. (a) To your knowledge, are your customers aware of and/or interested in the country of fabrication of the DRAMs or DRAM modules you supply them?

- Always                       Usually                       Sometimes                       Never

(b) To your knowledge, are your customers aware of and/or interested in the country in which the DRAMs or DRAM modules you supply them were cased?

- Always                       Usually                       Sometimes                       Never

III-12. How frequently do you make purchases for your operations in the United States (circle one)?

daily      weekly      monthly      other ( \_\_\_\_\_ )

III-13. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

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III-14. How many suppliers do you generally contact before making a purchase in the United States?

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III-15. How frequently do you change suppliers in the U.S. market?

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

III-16. If you have changed suppliers for your U.S. purchases within the last 3 years, please list the supplier, indicate whether the firm was added or dropped, and give the reasons for the change.

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III-17. What characteristics does your firm consider when determining the quality of a supplier's DRAMs or DRAM modules for your U.S. purchases?

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III-18. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase DRAMs or DRAM modules for any one order in the United States (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: \_\_\_\_\_

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III-19. How often does your firm purchase the DRAM or DRAM module (of the same density, speed, and configuration) that is offered at the lowest price in the U.S. market?

Always     Usually     Sometimes     Never

III-20. Do you change suppliers or allocation levels between suppliers from whom you purchase based on price in the U.S. market?

No     Yes

Please explain. \_\_\_\_\_

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

III-20. In 2002, how often (if at all) were price quotes for your U.S. purchases of DRAMs or DRAM modules rejected for supplier reliability concerns? Please answer separately for each supplier from which you received quotations. Attach additional pages as needed.

Supplier:

_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently

III-21. In 2002, how often (if at all) were price quotes for your U.S. purchases of DRAMs or DRAM modules rejected for price concerns? Please answer separately for each supplier from which you received quotations. Attach additional pages as needed.

Supplier:

_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently

III-22. In 2002, how often (if at all) were price quotes for your U.S. purchases of DRAMs or DRAM modules rejected for quality concerns? Please answer separately for each supplier from which you received quotations. Attach additional pages as needed.

Supplier:

_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently
_____	<input type="checkbox"/> Never	<input type="checkbox"/> Rarely	<input type="checkbox"/> Occasionally	<input type="checkbox"/> Frequently

III-23. If other factors were the primary reason for rejecting any suppliers' price quotes for your U.S. purchases of DRAMs or DRAM modules during 2002, please specify the supplier and reason(s) for rejection. Attach additional pages as needed.

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

III-24. Generally, when you make a U.S. purchase of DRAMs or DRAM modules does your supplier set the terms, or are terms negotiable?

Supplier sets       Negotiable

III-25. Please list the names of any firms you considered price leaders in the U.S. DRAMs or DRAM modules market during January 2000-March 2003. 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-26. Please describe how the above firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-27. Since 2000, how frequently has the U.S. price of the DRAMs or DRAM modules you are purchasing changed?

\_\_\_\_\_

III-28. Of the total cost of the DRAMs or DRAM modules that your firm purchases in the United States, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your suppliers)?

Source \_\_\_\_\_ percent  
Source \_\_\_\_\_ percent  
Source \_\_\_\_\_ percent

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

III-29. Do you require your suppliers of DRAMs or DRAM modules to become certified or qualified with respect to product quality, performance, supplier reliability, service life, or other factor?

No       Yes--Please respond to the following:

(a) Approximately what percent of your firm's total 2002 U.S. purchases of DRAMs or DRAM modules were made from qualified suppliers? \_\_\_\_\_ percent.

(b) Please provide a general description of the qualification required.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(c) Which suppliers of DRAMs or DRAM modules are currently qualified to supply your firm in the United States?

\_\_\_\_\_

III-30. Since January 1, 2000, did you attempt to qualify specific DRAMs or DRAM modules produced by any producer, domestic or foreign, including subject and nonsubject imports?

No--Please skip to III-31       Yes--Please provide the following information:

(a) Did any of these suppliers ultimately fail to qualify these parts for your U.S. purchases?

No--Please skip to III-31       Yes--Please provide the following information, including the value of purchases of the specific part from other suppliers:

Supplier	Product	Detail on failed qualification:		Value of 2002 purchases from other suppliers
		Date	Reason for failure	
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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

III-31. In the course of discussions/negotiations with suppliers about your potential U.S. purchases in 2002, how often did you do any of the following:

(a) Name competing suppliers and their specific prices.

- Never
- Rarely
- Occasionally
- Frequently

(b) Name competing suppliers without being specific as to price.

- Never
- Rarely
- Occasionally
- Frequently

(c) Refer to specific competitive prices without naming suppliers.

- Never
- Rarely
- Occasionally
- Frequently

(d) Refer only generally to market conditions without naming either competing suppliers or specific prices.

- Never
- Rarely
- Occasionally
- Frequently

(e) If none of the above describes the practices of your firm, please describe how pricing is raised and discussed in the course of your firm's purchasing discussions/negotiations.

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

***Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.***

IV-1. Please indicate the sources of DRAMs or DRAM modules for which your firm has actual marketing/pricing knowledge.

- United States
- Fabricated in Korea by Samsung
- Fabricated in Korea by producers other than Samsung
- Nonsubject (Please specify country \_\_\_\_\_)

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

*Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.*

IV-2. Do the specifications of DRAMs or DRAM modules 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 source in your response.

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IV-3. Are imported and domestically produced DRAMs or DRAM modules used in the same applications? Please answer for all source 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 sources.

- |                |                              |  |
|----------------|------------------------------|--|
| _____ 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. |

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IV-4. For your U.S. purchases, do you or your customers ever specifically order DRAMs or DRAM modules from one source in particular over other possible sources of supply?

- No
- Yes--Please identify all sources (including the United States, subject and nonsubject foreign sources) from which you or your customers prefer to order, and indicate why DRAMs or DRAM modules from these sources are preferred over product from other sources (please note the specific product).

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

*Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.*

IV-5. Are certain densities/types of DRAMs or DRAM modules available from only a single source in the U.S. market (domestic or foreign, including both subject and nonsubject sources)?

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

IV-6. Since January 2000, did your firm purchase particular types of DRAMs or DRAM modules in the United States that were manufactured by only one supplier?

No  Yes--Please respond to the following:

(a) Approximately what share of your firm's total 2002 purchases of DRAMs and DRAM modules in the United States were manufactured by only one supplier? \_\_\_\_\_ percent.

(b) Please identify such products purchased in 2002, the approximate purchase value, and the supplier of each such product.

Product	Value (dollars)	Supplier
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

*Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.*

IV-7. Please report the approximate date your firm began purchasing each of the following devices in commercial quantities in the U.S. market, and the source of supply.

128 Megabit SDRAMs: \_\_\_\_\_

256 Megabit SDRAMs: \_\_\_\_\_

Double Data Rate SDRAMs: \_\_\_\_\_

1 Gigabit SDRAMs: \_\_\_\_\_

IV-8. Please indicate whether U.S. prices of DRAMs or DRAM modules from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all sources 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 sources.

_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Same	<input type="checkbox"/> Lower	priced than from _____

IV-9. During 2000-2002, to what extent did suppliers offer different prices in the U.S. market for their DRAMs or DRAM modules produced in different countries? Please report for all the firms you are familiar with.

Firm(s)

\_\_\_\_\_ Prices for U.S.-produced DRAMs were higher than foreign-produced DRAMs.

\_\_\_\_\_ Prices for U.S.-produced DRAMs were lower than foreign-produced DRAMs.

\_\_\_\_\_ Prices for U.S.-produced DRAMs were the same as foreign-produced DRAMs.

\_\_\_\_\_ Unable to distinguish between U.S.-produced and foreign-produced DRAMs.

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

***Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.***

IV-10. If you purchased DRAMs or DRAM modules in the United States 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 source, including the United States and both subject and nonsubject foreign sources). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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IV-11. Since January 1, 2000, have the prices of U.S.-produced DRAMs or DRAM modules generally increased, decreased, or remained the same relative to prices of imported products, for your U.S. purchases? Please specify by source, including imports from both subject and nonsubject countries.

Increased (specify sources \_\_\_\_\_)

Decreased (specify sources \_\_\_\_\_)

Remained the same (specify sources \_\_\_\_\_)

IV-12. Do you require that your U.S. purchases of DRAMs and DRAM modules be supplied from a specific fabrication or assembly facility or facilities?

No       Yes--Please explain:

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IV-13. Does your firm have multiple locations worldwide where DRAMs are delivered from your DRAM suppliers?

No       Yes--Do you negotiate price terms with your DRAM suppliers for each location individually, or on a global basis for all facilities?

Individually       Globally

Comments: \_\_\_\_\_

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

***Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.***

IV-14. For the factors listed below, with respect to products in the U.S. market, please rate how DRAMs or DRAM modules produced in each source you identified in your response to the first question in Part IV compare with DRAMs or DRAM modules produced in each of the other sources you identified (including the United States and both subject and nonsubject foreign sources). Copy this page as necessary to cover all possible combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one source superior or inferior to product from another.

_____ compared to _____ (specify source) (specify source)	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
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"/>

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

*Please note: U.S.-produced DRAMs and DRAM modules are those containing U.S.-fabricated dice, and those with dice fabricated in a third country if 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. Please answer separately for each Korean producer.*

IV-15. For the factors listed below, please rate each in terms of its importance in your purchase decision for DRAMs or DRAM modules in the U.S. market.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
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"/>

**PART V.--SUPPLIER IDENTIFICATION**

Please indicate your firm's 10 largest sources of supply for DRAMs and DRAM modules purchased in the United States during 2000-2002. Please answer separately for each country of fabrication, and provide the share of the quantity of your firm's total U.S. purchases of DRAMs and DRAM modules that each of these sources accounted for in 2002.

<b>No.</b>	<b>Supplier's name</b>	<b>Country of fabrication</b>	<b>Share of 2002 purchases (%)</b>
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

**PART VI. DIFFERENCES BETWEEN THE U.S. AND GLOBAL MARKETS**

VI-1. Please report below, any significant differences between the U.S. market for DRAMs/DRAM modules and DRAM/DRAM module markets outside the United States since January 1, 2000.

(a) Prices for DRAMs and DRAM modules:

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(b) Demand for DRAMs and DRAM modules (including development of new applications):

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(c) Distribution or marketing of DRAMs and DRAM modules:

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(d) Your firm's largest suppliers of DRAMs and DRAM modules:

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**PART VI.—DIFFERENCES BETWEEN THE U.S. AND GLOBAL MARKETS**

VI-1. (Continued) Please report below, any significant differences between the U.S. market for DRAMs/DRAM modules and DRAM/DRAM module markets outside the United States since January 1, 2000.

(e) The nature of DRAMs and DRAM modules purchased (e.g., type, density, speed):

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(f) Availability of DRAMs or DRAM modules (including availability of specialty or legacy products, and availability of DRAMs or DRAM modules from specific geographic locations):

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(g) Sources of DRAMs and DRAM modules qualified by your firm:

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(f) Other differences:

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