U.S. PRODUCERS' QUESTIONNAIRE

NI-RESIST PISTON INSERTS FROM ARGENTINA AND KOREA

This questionnaire must be received by the Commission by no later than February 10, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty investigations concerning Ni-resist piston inserts from Argentina and Korea (Inv. Nos. 701-TA-460-461 (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

		S						
-		ss		=				
		esist piston inserts (as def						
□NO	NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)							
☐ YES		uction booklet carefully, cor o the Commission so as to b					ntire	
		CERTII	FICATION	J				
ify that the informa	tion herein sui	pplied in response to this	s auestionna	ire is comi	plete and co	rrect to the l	best of mv ki	owledg
		pplied in response to this rmation submitted is sub						owledg
pelief and understan	d that the infor cation I also g this questionna	rmation submitted is subgrant consent for the Coire and throughout these	ject to audit ommission,	and verificand its en	cation by the	e Commissio d contract p	on. personnel, to	use th
relief and understange seans of this certific mation provided in the Commission on the cowledge that info	d that the information I also go this questionnate same or similar mation submit	rmation submitted is subgrant consent for the Coire and throughout these	ject to audit ommission, e investigati e response a	and verific and its en ons in any nd througi	cation by the nployees an other impor hout these i	e Commissio d contract p rt-injury invo nvestigation	on. personnel, to estigations constraints s may be use	use the
elief and understanteans of this certification provided in the Commission on the nowledge that informission, its employestaining the records nvestigations relations	d that the information I also gothis questionnate same or similar mation submites, and contract of these investing to the progra	rmation submitted is subgrant consent for the Conire and throughout these lar merchandise.	ject to audit ommission, e investigation e response a cting in the edings for w	and verific and its en ons in any nd through capacity of hich this in	cation by the apployees an other important these in formation	e Commission d contract p t-injury involution nvestigation ion employe is submitted	on. personnel, to estigations constant to the second to t	use the onducted by the oping of audit
elief and understanteans of this certification provided in the Commission on the nowledge that informission, its employestaining the records nvestigations relations	d that the information I also gothis questionnal e same or similar mation submites, and contratof these investing to the prograll sign non-discontral	rmation submitted is subgrant consent for the Conire and throughout these lar merchandise. Itted in this questionnaire act personnel who are act gations or related proceed ams and operations of the	ject to audit ommission, e investigation e response a cting in the edings for w ne Commissi	and verific and its en ons in any nd through capacity of hich this in	cation by the apployees an other important these in formation	e Commission d contract p t-injury involution nvestigation ion employe is submitted	on. personnel, to estigations constant to the second to t	use the onducted by the oping of audit
relief and understanteans of this certificantion provided in the Commission on the nowledge that informission, its employed aining the records investigations relations relations that the contract personnel with the contract pe	d that the information I also gothis questionnate same or similar mation submites, and contrate of these investing to the program is sign non-disciplination.	rmation submitted is subgrant consent for the Conire and throughout these lar merchandise. Itted in this questionnaire act personnel who are act gations or related proceed ams and operations of the closure agreements.	ject to audit ommission, e investigation e response a cting in the edings for w the Commissi	and verific and its en ons in any nd through capacity of hich this it on pursua	cation by the apployees and other important these in the commission of the commissio	e Commission d contract p t-injury involution nvestigation ion employe is submitted	on. personnel, to estigations constant to the second to t	use the onducted by the oping of audit

PART I.—GENERAL INFORMATION

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 50 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.

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
We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.
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.
Do you support or oppose the petition regarding imports from Argentina?
Support Oppose Take no position
Do you support or oppose the petition regarding imports from Korea?
Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

□ No □ Ye	sList the following information	
Firm name	Address	Extent of ownership
importing Ni-resist pisengaged in exporting I	ny related firms, either domestic of ton inserts from Argentina and/or Ni-resist piston inserts from Argen	Korea into the United States or w
Firm name	Address	Affiliation
Does your firm have a production of Ni-resis	ny related firms, either domestic of piston inserts?	or foreign, which are engaged in the
· 	esList the following information	
Firm name	<u>Address</u>	Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Joshua Kaplan (202-205-3184, joshua.kaplan@usitc.gov). **Supply all data requested on a <u>calendar-year</u> basis**.

Who should be conta	acted regarding the reque	Who should be contacted regarding the requested trade and related information?					
Company contact:							
	Name and title						
	() Phone number	E-mail address					
consolidations, closu curtailment of produ	res, or prolonged shutdoction because of shortag	gs, relocations, expansions, acquisitions, owns because of strikes or equipment failure; ges of materials; or any other change in the characte of the production of Ni-resist piston inserts since					
□ No □ Y	YesSupply details as to	the time, nature, and significance of such changes.					
		e same equipment and machinery used in the					
□ No □ Y	YesList the following i	nformation.					
Basis for allocation of	of capacity data (e.g., sal	les):					
Products produced o	n same equipment and si	hare of total production in 2008 (in percent):					
<u>Product</u>	<u>Pe</u>	rcent					
Ni-resist piston inse	erts						
	Has your firm experionsolidations, closucurtailment of production of your operations of January 1, 2006? No Does your firm production of Ni-res No Does your firm production of Ni-res Products produced of Product	Company contact: Name and title () Phone number Has your firm experienced any plant opening consolidations, closures, or prolonged shutdocurtailment of production because of shortage of your operations or organization relating to January 1, 2006? No					

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

	cribe the constraint(s) the oduction capacity betwee		on your production capacity and your at	ılıty
	firm produce other prod Ni-resist piston inserts?		ne production and related workers emplo	 oyed
☐ No	YesList the fo	ollowing informati	ion.	
Basis for a	llocation of capacity dat	a (e.g., sales):		
Products p	roduced using the same	workers and share	e of total production in 2008 (in percent)	:
Product		<u>Percent</u>		
Ni-resist	piston inserts	<u> </u>		
				
				
		<u> </u>		
				
			<u></u>	
	ary 1, 2006, has your fir booklet) regarding the p		in a toll agreement (see definition in the resist piston inserts?	
☐ No	YesName firm	m(s):		
Does your	firm produce Ni-resist p	oiston inserts in a fo	foreign trade zone (FTZ)?	
☐ No	YesIdentify F	FTZ(s):		
Since Janu	ary 1, 2006, has your fir	m imported Ni-res	sist piston inserts?	
☐ No		ETE AND RETUR IONNAIRE	RN A U.S. IMPORTERS'	

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 Ni-resist piston inserts in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantit	y (<i>in pounds</i>) and valu	· · · · · · · · · · · · · · · · · · ·	
•		Calendar years	
Item	2006	2007	2008
Average production capacity ¹ (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of transfers			
Export shipments: ³	•		
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
The production capacity (see definitions in i weeks per year. Please describe the me reported capacity (use additional pages as nece	thodology used to calcul	rted is based on operating ate production capacity, a	hours per week, nd explain any changes in
² Internal consumption and transfers to relate different basis for valuing these transactions, ple using that basis for 2006, 2007, and 2008 below	ease specify that basis (e		
³ Identify your principal export markets: ⁴ Reconciliation of dataPlease note that the inventories, plus production, less total shipments			

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

II-10.	relationship between your firm a subsidiary), whether the transfer whether your firm retained mark	ransfers to related firms in question II-9, please indicate the nature of the veen your firm and the related firms (<i>e.g.</i> , joint venture, wholly owned ther the transfers were priced at market value or by a non-market formum retained marketing rights to all transfers, and whether the related firm from sources other than your firm.				
П-11.	Other than direct imports, has yo January 1, 2006? (See definition			on inserts since		
	☐ No ☐ YesReport	such purchases bel	ow for the specified pe	riods. ¹		
	(Quant	ity <i>in pound</i> s, value	<u>-</u>			
			Calendar years			
	Item	2006	2007	2008		
	HASES FROM U.S. IMPORTERS ² RESIST PISTON INSERTS FROM					
	entina:					
	Quantity					
,	Value					
Kor	ea:					
	Quantity					
,	Value					
All	other countries:					
(Quantity					
,	Value					
	HASES FROM DOMESTIC UCERS: ²					
Qua	antity					
Val	ue					
PURC	HASES FROM OTHER SOURCES:2					
Qua	antity					
Val						
¹ PI	ease indicate your reasons for purcha	ising this product. If y	our reasons differ by sou	rce, please elaborate.		
² Pl please	ease list the name of the firm(s) from identify the source for each listed sup	which you purchased oplier.	this product. If your supp	oliers differ by source,		
П-12.	Has your firm produced Ni-resis	t piston inserts for	end uses other than die	sel engine pistons?		
	☐ No ☐ YesPlease	identify below.	End use unkn	own.		
	End use(s):					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

	Company contact:		
		Name and title	
		() Phone number	E-mail address
2.	Briefly describe y	our financial accounting syst	em.
		When does your fiscal year en your fiscal year changed du	d (month and day)?ring the period examined, explain below:
			perations (e.g., plant, division, company-wide) for prepared that include subject merchandise:
		oes your firm prepare profit/	loss statements for the subject merchandise:
	3. H	low often did your firm (or pa	arent company) prepare financial statements (s)? Please check relevant items below. annual reports, 10Ks, 10 Qs,
		Monthly, quarterly, ccounting basis: GAAF	
	including i resist pisto	nternal profit-and-loss statemer	rour company submit copies of its financial statements, ats for the division or product group that includes Niments and worksheets used to compile data for your
١.	Briefly describe y	our cost accounting system (e.g., standard cost, job order cost, etc.).
٠.	Briefly describe y income and expen		or COGS, SG&A, and interest expense and other

PART III.--FINANCIAL INFORMATION--Continued

<u>Products</u>			Share of sales
Ni-resist piston inserts			
oroduction of Ni-resist pist Yes—Continue to ques		rm?Continue to	question III-10 b
oroduction of Ni-resist pist Yes—Continue to ques n the space provided below	on inserts from any related fittion III-7 below. Now, identify the inputs related wes from related parties whose	rm?Continue to	question III-10 b
Yes—Continue to ques n the space provided below nserts that your firm receive with the financial statemen	on inserts from any related fittion III-7 below. No No No, identify the inputs related yes from related parties whose ts of your firm.	rm?Continue to	question III-10 b
Yes—Continue to ques n the space provided below nserts that your firm receive with the financial statemen	on inserts from any related fittion III-7 below. No No No, identify the inputs related yes from related parties whose ts of your firm.	rm?Continue to	question III-10 b
Yes—Continue to ques n the space provided below nserts that your firm receive with the financial statemen	on inserts from any related fittion III-7 below. No No No, identify the inputs related yes from related parties whose ts of your firm.	rm?Continue to	question III-10 b
Yes—Continue to ques n the space provided below nserts that your firm receive with the financial statemen	on inserts from any related fittion III-7 below. No No No, identify the inputs related yes from related parties whose ts of your firm.	rm?Continue to	question III-10

PART III.--FINANCIAL INFORMATION--Continued

All intercompany profit on inputs <u>purchased from related parties</u> that is eliminated pursuant to
formal financial statement consolidation should also be eliminated from the costs reported to the
Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they
reflect inputs purchased from related parties, should only reflect the related party's cost and not
include an associated profit component). Reasonable methods for determining and eliminating
the associated profit on inputs purchased from related parties are acceptable.
Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?
Yes No—Please contact David Boyland (202-708-4725, david.boyland@usitc.gov).

III-10. Nonrecurring charges.--For each annual period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in dollars*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's Ni-resist piston insert operations.

	Fiscal years ended	
Item	 	
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)		
1.		
2.		
3.		
4.		
5.		
6.		
7.		

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on Ni-resist piston inserts.--Report the revenue and related cost information requested below on the Ni-resist piston insert operations of your U.S. establishment(s). Do not report resales of products. 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. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in pounds)	and value (in dollars)
	Fiscal years ended
Item	_
Net sales quantities: ³	
Commercial sales	
Internal consumption	
Transfers to related firms	
Total net sales quantities	
Net sales values: ³	
Commercial sales	
Internal consumption	
Transfers to related firms	
Total net sales values	
Cost of goods sold (COGS): ⁴	
Raw materials	
Direct labor	
Other factory costs	
Total COGS	
Gross profit or (loss)	
Selling, general, and administrative (SG&A) expenses:	
Selling expenses	
General and administrative expenses	
Total SG&A expenses	
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.

³ 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.

COGS should include costs associated with internal consumption and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-12. <u>Asset values.</u>—Report the total assets associated with the production, warehousing, and sale of Niresist piston inserts. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

Value (in dollars)				
		Fiscal years ended		
Item				
Assets associated with the production, warehousing, and sale of product:				
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories (finished goods)				
 D. Inventories (raw materials and work in process) 				
E. Other (describe:)				
F. Total current assets (lines 1.A. through 1.E.)				
2. Property, plant, and equipment				
A. Original cost of property, plant, and equipment				
B. Less: Accumulated depreciation				
C. Equals: Book value of property, plant, and equipment				
3. Other (describe:)				
4. Other (describe:)				
5. Total assets (lines 1.F., 2.C., 3 and 4)			_	

III-13. <u>Capital expenditures and research and development expenditures.</u>—Report your firm's capital expenditures and research and development expenditures on Ni-resist piston inserts. Provide data for your three most recently completed fiscal years in chronological order from left to right.

Value (in dollars)					
	Fiscal years ended				
Item					
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

111-14.	investment or i efforts (includi	ts growth, investment, ability to raise capital, existing development and production ng efforts to develop a derivative or more advanced version of the product), or the investments as a result of imports of Ni-resist piston inserts from Argentina and/or
	☐ No	YesMy firm has experienced actual negative effects as follows:
		Cancellation, postponement, 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-15.	Does your firm Argentina and/	anticipate any negative impact of imports of Ni-resist piston inserts from or Korea?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Ioana Mic (202-205-3196, ioana.mic@usitc.gov)

IV-1.	Who should be contact	acted regarding the requested pricing and related information?				
	Company contact:	Name and title				
		() Phone number	E-mail address			

PRICE DATA

This section requests quarterly quantity and value data f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products produced by your firm during January 2006-December 2008.

- <u>Product 1</u>.-- Ni-resist piston inserts with a per unit weight of 0.409 lbs. and an outer diameter of 4.602 inches (part number 61256 or 6056).
- <u>Product 2</u>.-- Ni-resist piston inserts with a per unit weight of 0.772 lbs. and an outer diameter of 5.220 inches (part number N-4590-6).
- <u>Product 3</u>.-- Ni-resist piston inserts with a per unit weight of 0.782 lbs. and an outer diameter of 5.859 inches (part number NI-550-104PP).
- <u>Product 4.--</u> Ni-resist piston inserts with a per unit weight of 1.874 lbs. and an outer diameter of 5.857 inches (part number NI-550-233PP1).

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(1)	Quantity in units,	value in dollars)		
	Product 1		Product 2	
Period of shipment	Quantity	Value	Quantity	Value
2006		T.		
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				
	Prod	luct 3	Produ	uct 4
Period of shipment	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				
¹ Net values (i.e., gross sales values le returned goods), f.o.b. your U.S. point of ² Pricing product definitions are provid	shipment.		s, prepaid freight, and	the value of
NoteIf your product does not exactly me provide a description of your product:				ecified product,
Product 1:				
Product 2:				
Product 3:				
Product 4:				

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

in et	ease describe how your firm determines the prices that it charges for sales of Ni-resist piston serts (transaction by transaction negotiation, contracts for multiple shipments, set price lists, c.). If your firm issues price lists, please include a copy of a recent price list with your bmission. If your price list is large, please submit sample pages.
_	
	ease describe your firm's discount policy (quantity discounts, annual total volume discounts, c.).
_	
ne	That are your firm's typical sales terms for its U.Sproduced Ni-resist piston inserts (e.g., 2/10 et 30 days)? On what basis are your prices of domestic Ni-resist piston serts usually quoted (e.g., f.o.b. warehouse, or delivered)?
20 sh	pproximately what share of your firm's sales of its U.Sproduced Ni-resist piston inserts in 208 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) cort-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a ngle delivery)?
	Type of sale Share of sales (percent)
	Long-term contracts
	Short-term contracts
	Spot sales
	you sell on a long-term contract basis, please answer the following questions with respect to ovisions of a typical long-term contract.
(a) What is the average duration of a contract?
(b	Can prices be renegotiated during the contract period?
(c	Does the contract fix quantity, price, or both?
(d	

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

IV-8.			rm contract basis short-term contra		answer the following	lowing qu	estions with respect to
	(a)	What is the ave	erage duration of	a contra	act?		
	(b)	Can prices be r	enegotiated durir	ng the c	ontract period?		
	(c)	Does the contra	act fix quantity, p	rice, or	both?		
	(d)	Does the contra	act have a meet o	r releas	e provision?		
IV-9.			d time between a uced Ni-resist pi			the date of	f delivery for your firm's
		Source	<u>S</u>	hare of 200			<u>Lead time</u>
	From	inventory	_				
	Produ	ced to order	_				
	Total			100 9	/ 6 _		
IV-10.	(a)		proximate percented for by U.S. inl				Ni-resist piston inserts percent.
	(b)	Who generally arranges the transportation to your customers' locations? (check one) Your firm or purchaser					
	(c)		percent. Within				orage or production ent. Over 1,000 miles?
IV-11.		s the geographic? (check all that		e Unite	ed States served	by your f	irm's Ni-resist piston
	☐ Nor	theast	Mid-Atlanti	c	Midwest		Southeast
	Sou	thwest	Rocky Mou	ntains	☐ West Coas	st	Northwest
	☐ Nat	ional	Other (desci	ibe:)

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

	End	Share of total cost (percent)
IV-13.	(a)	Can other products be substituted for Ni-resist piston inserts?
		☐ No ☐ YesPlease list these substitute products in order of importance.
		(i)
		(ii)
		(iii)
	(b)	For each possible substitute product, please give examples of applications and end uses for which they are substitutes.
	(c)	Have changes in the prices of these products affected the price for Ni-resist piston inserts?
		No YesTo what degree do changes in their prices affect the price for Ni-resist piston inserts? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of Ni-resist piston inserts or final end use?

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

**Note: For the next two questions, please indicate whether your response differs for particular subject countries.

IV-14.	How has the demand within the United States (and outside the United States if known) for Niresist piston inserts changed since January 1, 2006? What principal factors affect changes in demand?
IV-15.	Have there been any significant changes in the product range or marketing of Ni-resist piston inserts since January 1, 2006?
	☐ No ☐ Yes Please describe.

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

IV-16. Are Ni-resist piston inserts produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	Argentina	Korea	Other countries
United States				
Argentina				
Korea				
¹ For any country please explain the fa	-pair producing Ni-resi actors that limit or prec	st piston inserts which lude interchangeable	n are sometimes or ne use:	<i>∍ver</i> interchangeable,

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

IV-17. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between Ni-resist piston inserts produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States	Argentina	Korea	Other countries
United States				
Argentina				
Korea				
¹ For any country- your firm's sales of N disadvantages impar	pair for which factors li-resist piston inserts, ted by such factors:	other than price alway identify the country-p	ys or frequently are a air and report the adv	significant factor in antages or

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

IV-18. Please identify below the names and addresses of your firm's 10 largest customers for Ni-resist piston inserts during 2006-2008. 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 Ni-resist piston inserts that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

IV-19. COMPETITION FROM IMPORTS--LOST REVENUES.-- THIS SECTION IS TO BE **COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2006: To avoid losing sales to competitors selling Ni-resist piston inserts from Argentina and/or Korea, did your firm: □ No ☐ Yes Reduce prices Roll back announced price increases □ No ☐ Yes 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 (pounds)	Initial rejected U.S. price (total value dollars)	Appected U.S. price (total value dollars)	Country of origin	Competing import price (total value— dollars)

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

☐ Yes

IV-20. <u>COMPETITION FROM IMPORTS--LOST SALES.--</u> THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) Since January 1, 2006: Did your firm lose sales of Ni-resist piston inserts to imports of these products from Argentina and/or Korea?

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

□ No

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 (pounds)	Rejected U.S. price (total value dollars)	Country of origin	Competing import price (total value— dollars)