

## U.S. IMPORTERS' QUESTIONNAIRE

### DIFFUSION-ANNEALED, NICKEL-PLATED STEEL FROM JAPAN

This questionnaire must be received by the Commission by no later than **April 10, 2013**

*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 antidumping investigation concerning diffusion-annealed, nickel-plated steel flat-rolled products ("diffusion-annealed, nickel-plated steel") from Japan (Inv. No. 731-TA-1206 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm imported diffusion-annealed, nickel-plated steel (as defined in the instruction booklet) from any country at any time since January 1, 2010?

**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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**Return questionnaire via the U.S. International Trade Commission Drop Box by clicking on the following link: <https://dropbox.usitc.gov/oinv/>. (use the following PIN: DANP)**

### 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 means of 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 proceeding in any other import-injury proceedings conducted by the Commission on the same or similar merchandise.*

*I acknowledge that information submitted in this questionnaire response and throughout this proceeding 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 proceeding or related proceedings for which this information is submitted, or in internal audits and proceedings 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 of Authorized Official

\_\_\_\_\_  
Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Phone:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Fax:

\_\_\_\_\_  
Email address

**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 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-1a. **OMB statistics**--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-1b. **OMB feedback**--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.

I-2. **Establishments covered**--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. **Ownership**--Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____



**PART I.--GENERAL INFORMATION--Continued**

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters diffusion-annealed, nickel-plated steel into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones       No             Yes

Bonded warehouses       No             Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports diffusion-annealed, nickel-plated steel under the TIB (temporary importation under bond) program.

No             Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief proceedings in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Nathanael Comly (nathanael.comly@usitc.gov; 202-205-3174). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of diffusion-annealed, nickel-plated steel since January 1, 2010.

- (check as many as appropriate)*                      *(please describe)*
- office/warehouse openings..... \_\_\_\_\_  
\_\_\_\_\_
  - office/warehouse closings ..... \_\_\_\_\_  
\_\_\_\_\_
  - relocations ..... \_\_\_\_\_  
\_\_\_\_\_
  - expansions ..... \_\_\_\_\_  
\_\_\_\_\_
  - acquisitions..... \_\_\_\_\_  
\_\_\_\_\_
  - consolidations..... \_\_\_\_\_  
\_\_\_\_\_
  - prolonged shutdowns or  
production curtailments..... \_\_\_\_\_  
\_\_\_\_\_
  - revised labor agreements..... \_\_\_\_\_  
\_\_\_\_\_
  - other (*e.g.*, technology) ..... \_\_\_\_\_  
\_\_\_\_\_

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

II-3. **Arranged imports.**--Has your firm imported or arranged for the importation of diffusion-annealed, nickel-plated steel from the listed countries for delivery **after December 31, 2012?**

- No                       Yes--Indicate when such orders have been or are to be delivered and the quantities involved.

Quantity (in short tons)				
Period/Source	Jan-Mar 2013	Apr-Jun 2013	Jul-Sept 2013	Sept-Dec 2013
Japan				
Belgium				
Germany				
Korea				
Other sources <sup>1</sup>				
<sup>1</sup> Identify your other sources: _____				

II-4. **Reasons for importing.**--If your firm also produces diffusion-annealed, nickel-plated steel in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of diffusion-annealed, nickel-plated steel imported from **Japan** by your firm during the specified periods. (See definitions in the instruction booklet.)

**JAPAN**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2010	2011	2012
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b> (quantity)			
U.S. shipments to end users - Battery			
U.S. shipments to end users - Other: _____			
U.S. shipments to distributors			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-6a. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of diffusion-annealed, nickel-plated steel imported from **Belgium** by your firm during the specified periods. (See definitions in the instruction booklet.)

**BELGIUM**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2010	2011	2012
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b> (quantity)			
U.S. shipments to end users - Battery			
U.S. shipments to end users – Other: _____			
U.S. shipments to distributors			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____ _____			
<sup>4</sup> <b>Reconciliation of data.</b> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____			



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

II-6b. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of diffusion-annealed, nickel-plated steel imported from **Germany** by your firm during the specified periods. (See definitions in the instruction booklet.)

**GERMANY**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2010	2011	2012
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b> (quantity)			
U.S. shipments to end users - Battery			
U.S. shipments to end users - Other: _____			
U.S. shipments to distributors			
<sup>1</sup> Please identify the foreign producers, if known: _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --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?			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-6c. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of diffusion-annealed, nickel-plated steel imported from **Korea** by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2010	2011	2012
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b> (quantity)			
U.S. shipments to end users - Battery			
U.S. shipments to end users – Other: _____			
U.S. shipments to distributors			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____ _____			
<sup>4</sup> <b>Reconciliation of data.</b> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-6d. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of diffusion-annealed, nickel-plated steel imported from **all other sources combined** (i.e. those sources *not* listed in questions II-5 and II-6a-c) by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2010	2011	2012
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b> (quantity)			
U.S. shipments to end users - Battery			
U.S. shipments to end users - Other: _____			
U.S. shipments to distributors			
<sup>1</sup> Please identify the sources (e.g. country) and foreign producers, if known: _____ _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-7. **HTS classification for imports.**— Report the share of your firm's imports of diffusion-annealed, nickel-plated steel in 2012 from each of the listed sources under the listed HTS statistical reporting number(s).

<b>Share of 2012 imports (in percent)</b>					
<b>HTS/Source</b>	<b>Japan</b>	<b>Belgium</b>	<b>Germany</b>	<b>Korea</b>	<b>Other Sources</b>
7210.90.6000					
7212.50.0000					
Other HTS <sup>1</sup>					
Total	100	100	100	100	100
<sup>1</sup> Identify other HTS statistical reporting number (and note if different by source): _____ _____					

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

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270, john.benedetto@usitc.gov)

III-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

**PRICE DATA**

III-2. These questions requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since January 1, 2010 of the following products you imported from Japan:

**Product 1.**--Diffusion-annealed, nickel-plated steel, 0.010 inch, plus or minus 0.0004 in. (0.244 mm to 0.264 mm) thickness, with nickel plate 1.25 micron minimum one side and .625 micron minimum opposite

**Product 2.**-- Diffusion-annealed, nickel-plated steel, 0.008 inch, plus or minus 0.0004 in. (0.193 mm to 0.213 mm) thickness, with nickel plate 1.25 micron minimum one side and .625 micron minimum opposite

**Product 3.**-- Diffusion-annealed, nickel-plated steel, 0.008 inch, plus or minus 0.0004 in. (0.193 mm to 0.213 mm) thickness, with nickel plate 1.8 micron minimum one side and .375 micron minimum, but less than .625 micron, opposite

**Product 4.**-- Diffusion-annealed, nickel-plated steel, 0.0135 inch, plus or minus 0.0005 in. (0.330 mm to 0.356 mm) thickness, with nickel plate 1.0 micron minimum one side and 1.0 micron minimum opposite

**Product 5.**-- Diffusion-annealed, nickel-plated steel, 0.0153 inch, plus or minus 0.0005 in. (0.376 mm to 0.401 mm) thickness, with nickel plate 1.0 micron minimum one side and 1.0 micron minimum opposite

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

III-2a. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Japan and sold by your firm.

**JAPAN**

<i>(Quantity in short tons, value in \$1,000)</i>										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2010:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2011:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2012:</b>										
January-March										
April-June										
July-September										
October-December										

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

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

III-2b. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Belgium and sold by your firm.

**BELGIUM**

(Quantity in short tons, value in \$1,000)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2010:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2011:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2012:</b>										
January-March										
April-June										
July-September										
October-December										

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

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

III-2c. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Germany and sold by your firm.

**GERMANY**

(Quantity in short tons, value in \$1,000)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2010:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2011:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2012:</b>										
January-March										
April-June										
July-September										
October-December										

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_



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

III-2d. **Price data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Korea and sold by your firm.

**KOREA**

(Quantity in short tons, value in \$1,000)										
Period of shipment	Product 1		Product 2		Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>2010:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2011:</b>										
January-March										
April-June										
July-September										
October-December										
<b>2012:</b>										
January-March										
April-June										
July-September										
October-December										

<sup>1</sup> Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

**Note.**--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product. Also, please explain any anomalies in your reported pricing data.

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

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

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of diffusion-annealed, nickel-plated steel (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-5. **Pricing terms for diffusion-annealed, nickel-plated steel.**--

(a) What are your firm's typical sales terms for diffusion-annealed, nickel-plated steel imported from Japan?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of imported diffusion-annealed, nickel-plated steel from Japan usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of diffusion-annealed, nickel-plated steel imported from Japan in 2012 were on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2012 sales</u>
<b>Long-term contracts</b> (multiple deliveries for more than 12 months)	_____ %
<b>Short-term contracts</b> (multiple deliveries up to and including 12 months)	_____ %
<b>Spot sales</b> (for a single delivery)	_____ %
<b>Total</b>	<b>100 %</b>

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

III-7a. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for diffusion-annealed, nickel-plated steel from Japan (or check “not applicable” if your firm does not sell on a long-term and/or short-term contract basis).

Typical sales contract provisions	Item	Short-term contracts (multiple deliveries up to and including 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	<i>Yes</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>No</i>	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

III-7b. **Contract matching.** — Do sales contracts or agreements include a requirement that prices to the contracting customer will be no higher than prices to any other purchaser for the comparable specification? Please describe any such requirements and how often your firm uses such contracts in its sales of diffusion-annealed, nickel-plated steel.

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III-7c. **Surcharges.** — Are your firm’s prices for diffusion-annealed, nickel-plated steel established using a formula that allows adjustments for changes in raw materials costs or other factors? If so, please explain, identifying the adjustments in the formula and the period during which prices may change.

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

III-8. **Lead times.**--What is your share of sales of diffusion-annealed, nickel-plated steel imported from Japan both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of diffusion-annealed, nickel-plated steel?

<u>Source</u>	<u>Share of 2012 sales</u>	<u>Lead time (days)</u>
From your U.S. inventory	_____ %	_____
From foreign manufacturers' inventory	_____ %	_____
Produced to order	_____ %	_____
<b>Total</b>	<b>100 %</b>	

III-9. **Shipping information.**—

- (a) What is the approximate percentage of the total delivered cost of diffusion-annealed, nickel-plated steel imported from Japan that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations?  
 Your firm     Purchaser (*check one*)
- (c) When you sell diffusion-annealed, nickel-plated steel imported from Japan, from where is it shipped?  
 Point of importation  Storage facility  (*check one*)
- (d) Indicate the approximate percentage of your sales of diffusion-annealed, nickel-plated steel imported from Japan that are delivered the following distances from your U.S. point of shipment.

Distance from your U.S. point of shipment	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
<b>Total</b>	<b>100 %</b>

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

III-10. **Geographical shipments--**What is the geographic market area in the United States served by your firm's shipments of diffusion-annealed, nickel-plated steel imported from any source? (check all that apply)

Geographic area	Japan	All other import sources
	√ if applicable	√ if applicable
<b>Northeast.</b> —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Midwest.</b> —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Southeast.</b> —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Central Southwest.</b> —AR, LA, OK, and TX.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Mountains.</b> —AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Pacific Coast.</b> —CA, OR, and WA.	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other.</b> —All other markets in the United States not previously listed, including AK, HI, PR, and VI, among others.	<input type="checkbox"/>	<input type="checkbox"/>

III-11. **End uses--**Describe the end uses of the diffusion-annealed, nickel-plated steel that you import from Japan. For each end-use product, what approximate percentage of the total cost is accounted for by diffusion-annealed, nickel-plated steel and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Diffusion-annealed, nickel-plated steel (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

Is any of the diffusion-annealed, nickel-plated steel that you manufacture and sell to U.S. customers used in lithium batteries?

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

III-12. **Qualification.**—Do end users of diffusion-annealed, nickel-plated steel require suppliers to submit diffusion-annealed, nickel-plated steel for qualification prior to purchasing commercial quantities?

No                       Yes--Please describe the qualification process.

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Has your firm submitted for qualification any diffusion-annealed, nickel-plated steel that is currently pending approval by the end user?

No                       Yes—Please identify the end user and specific application for which qualification is pending.

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III-13. **Substitutes.**-- Can other products be substituted for diffusion-annealed, nickel-plated steel?

No                       Yes--Please fill out the table.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for diffusion-annealed, nickel-plated steel?		
		No	Yes	Explanation
1.		<input type="checkbox"/>	<input type="checkbox"/>	
2.		<input type="checkbox"/>	<input type="checkbox"/>	
3.		<input type="checkbox"/>	<input type="checkbox"/>	

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

III-14. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for diffusion-annealed, nickel-plated steel has changed since January 1, 2010. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
<b>Within the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Outside the United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-15. **Product changes.**--Have there been any significant changes in the product mix or marketing of diffusion-annealed, nickel-plated steel since January 1, 2010?

No             Yes-- Please describe.

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III-16. **Business cycles.**--

(a) Is the diffusion-annealed, nickel-plated steel market subject to business cycles or conditions of competition (including seasonal business) distinctive to diffusion-annealed, nickel-plated steel?

No (skip to question III-17.)             Yes-- Please describe and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for diffusion-annealed, nickel-plated steel since January 1, 2010?

No             Yes-- Please describe.

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

III-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply diffusion-annealed, nickel-plated steel since January 1, 2010 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, been unable to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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III-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce diffusion-annealed, nickel-plated steel and whether your firm expects these trends to continue.

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

III-21. **Customer identification**--Please identify the names and contact information for your firm's 10 largest U.S. customers for diffusion-annealed, nickel-plated steel since January 1, 2010. Indicate the share of the quantity of your firm's total shipments of diffusion-annealed, nickel-plated steel that each of these customers accounted for in 2012.

Customer's name		Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2012 sales (%)
1					Street Address City        '        State        Zip Code	
2					Street Address City        '        State        Zip Code	
3					Street Address City        '        State        Zip Code	
4					Street Address City        '        State        Zip Code	
5					Street Address City        '        State        Zip Code	
6					Street Address City        '        State        Zip Code	
7					Street Address City        '        State        Zip Code	
8					Street Address City        '        State        Zip Code	
9					Street Address City        '        State        Zip Code	
10					Street Address City        '        State        Zip Code	