

U.S. PRODUCERS' QUESTIONNAIRE

DIFFUSION-ANNEALED, NICKEL-PLATED STEEL FROM JAPAN

This questionnaire must be received by the Commission by no later than **January 31, 2014**

See 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 (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 firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip Code _____

World Wide Web address _____

Has your firm produced diffusion-annealed, nickel-plated steel (as defined in the instruction booklet) at any time since January 1, 2011?

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 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.

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 firm's response or send them to the above address.

I-1c. **TAA information release.**--In the event that the U.S. International Trade Commission (USITC) makes an affirmative final determination in this proceeding, do you consent to the USITC's release of your contact information (company name, address, contact person, telephone number, email address) appearing on the front page of this questionnaire to the Departments of Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made eligible for benefits under the Trade Adjustment Assistance program?

No Yes

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. **Petition support.**--Does your firm support or oppose the petition?

Country	Support	Oppose	Take no position
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

Firm name	Address	Extent of ownership (percent)

I-5. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing diffusion-annealed, nickel-plated steel from Japan into the United States or that are engaged in exporting diffusion-annealed, nickel-plated steel from Japan to the United States?

No Yes--List the following information.

Firm name	Address	Affiliation

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of diffusion-annealed, nickel-plated steel?

No Yes--List the following information.

Firm name	Address	Affiliation

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 production of diffusion-annealed, nickel-plated steel since January 1, 2011.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant 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(a). **Production and capacity.**--Please report your firm's production of diffusion-annealed, nickel-plated steel, production of products made on the same equipment and machinery used to produce diffusion-annealed, nickel-plated steel, and the combined production capacity on this shared equipment and machinery in the periods indicated.

(Quantity in short tons)			
Item	Calendar years		
	2011	2012	2013
Overall production capacity			
Production of subject merchandise: ¹ Diffusion-annealed, nickel-plated steel			
Production of nonsubject merchandise:			
Other nickel-plated steel ²			
Other ³			
Nonsubject merchandise subtotal			
Total			
¹ Subject merchandise should equal production data reported in II-7(a). ² Not diffusion-annealed. ³ Please identify: _____			

II-3(b). **Operating parameters.**--The production capacity (see definitions in instruction booklet) reported in II-3a is based on operating _____ hours per week, _____ weeks per year.

II-3(c). **Capacity calculation.**--Please describe the methodology used to calculate overall production capacity reported in II-3(a), and explain any changes in reported capacity.

II-3(d). **Production constraints.**--Please describe the constraint(s) that set the limit(s) on your firm's production capacity.

II-3(e). **Product shifting.**--Please describe the constraint(s) that set the limit(s) on your firm's ability to shift production capacity between products.

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

II-4. **Tolling**--Since January 1, 2011, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of diffusion-annealed, nickel-plated steel?

No Yes--Name firm(s): _____.

II-5. **Foreign trade zone**--Does your firm produce diffusion-annealed, nickel-plated steel in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-6. **Importer**--Since January 1, 2011, has your firm imported diffusion-annealed, nickel-plated steel?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-7(a). **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of diffusion-annealed, nickel-plated steel in its U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2011	2012	2013
Average production capacity (quantity) (A)			
Beginning-of-period inventories (quantity) (B)			
Production¹ (quantity) (C)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments (D)			
Value of commercial shipments (E)			
Internal consumption:			
Quantity of internal consumption (F)			
Value ² of internal consumption (G)			
Transfers to related firms:			
Quantity of transfers (H)			
Value ² of transfers (I)			
Export shipments:³			
Quantity of export shipments (J)			
Value of export shipments (K)			
End-of-period inventories (quantity) (L)			
Channels of distribution: (quantity)			
U.S. shipments to distributors (M)			
U.S. shipments to end users – Battery (N)			
U.S. shipments to end users –Automotive (O)			
U.S. shipments to end users –Other: _____ (P)			
Employment data:			
Average number of PRWs (number) (Q)			
Hours worked by PRWs (1,000 hours) (R)			
Wages paid to PRWs (value) (S)			
<p>¹ Production data should equal subject merchandise production data reported in II-3(a).</p> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that your firm uses a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:</p> <p>_____</p> <p>_____</p>			
<p>³ Identify your firm's principal export markets: _____.</p>			

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

Note -- The calculations below will only appear if you have entered data on the previous page in the MS Word form fields.

II-7(b). **Reconciliation of trade data.**—Please use the calculations provided in the tables below to check the data reported in question II-7(a).

- (i) **Shipments reconcile** – Please ensure that the quantities reported for channels of distribution (*i.e.*, lines M and N) in each year equal the quantity reported for total U.S. shipments (*i.e.*, lines D, F, and H) in each period.

If the calculated fields below return values other than zero (*i.e.*, “0”), the data in question II-7(a) needs to be revised prior to submission to the Commission.

Reconciliation Item	Calendar years		
	2011	2012	2013
U.S. shipments to distributors (M) + U.S. shipments to end users (N +O+P) - total U.S. shipments (D+ F+H) =	0	0	0

- (ii) **Inventory, Production and Shipment Reconcile.** – Generally, the data reported for the end-of-period inventories (*i.e.*, line L) in question II-7(a) should be equal to the beginning of period inventories (*i.e.*, line B), plus production (*i.e.*, line C), less total shipments (*i.e.*, lines D, F, H, and J).

Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for the differences (e.g., theft, loss, damage, record systems issues, et cetera).

If the calculated fields below return values other than zero (*i.e.*, “0”), please correct any data errors in table II-7(a) or explain below.

Reconciliation Item	Calendar years		
	2011	2012	2013
Beginning inventories + production – total shipments – End-of-period inventories =	0	0	0

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

II-7(c). **U.S. shipments by type.**—Please report quantity and value of U.S. shipments of diffusion-annealed, nickel-plated steel provided in question II-7(a), for use in the production of the sepecific types listed below.

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2011	2012	2013
U.S. shipments for use in:			
AA cans:			
Quantity of commercial shipments			
Value of commercial shipments			
AAA cans:			
Quantity of commercial shipments			
Value of commercial shipments			
9V/AAAA cans:			
Quantity of commercial shipments			
Value of commercial shipments			
C cans:			
Quantity of commercial shipments			
Value of commercial shipments			
D cans:			
Quantity of commercial shipments			
Value of commercial shipments			
End Caps:			
Quantity of commercial shipments			
Value of commercial shipments			
Automotive applications:			
Quantity of commercial shipments			
Value of commercial shipments			
Other:¹			
Quantity of commercial shipments			
Value of commercial shipments			
Total:²			
Quantity of commercial shipments	CALCULATED FIELD	CALCULATED FIELD	CALCULATED FIELD
Value of commercial shipments	CALCULATED FIELD	CALCULATED FIELD	CALCULATED FIELD

¹ Please specify: _____.

² Total U.S. shipments should equal U.S. shipments (commercial, internal consumption, transfers) reported in question II-7(a) (*Total field (in grey) calculations below will only appear if you have entered data in the MS Word form fields*).

II-8. **Related firms.**--If your firm reported transfers to related firms in question II-7, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-9. **Purchases** --Other than direct imports, has your firm otherwise purchased diffusion-annealed, nickel-plated steel since January 1, 2011? (See definitions in the instruction booklet.)

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

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2011	2012	2013
PURCHASES FROM U.S. IMPORTERS² OF DIFFUSION-ANNEALED, NICKEL-PLATED STEEL FROM—			
Japan:			
Quantity			
Value			
All other countries:			
Quantity			
Value			
PURCHASES FROM DOMESTIC PRODUCERS:²			
Quantity			
Value			
PURCHASES FROM OTHER SOURCES:²			
Quantity			
Value			
¹ Please indicate your firm's reasons for purchasing this product. If your firm's reasons differ by source, please elaborate. <hr/>			
² Please list the name of the firm(s) from which your firm purchased this product. If your firm's suppliers differ by source, please identify the source for each listed supplier. <hr/>			

II-10(a). **Order book**.—Does your firm maintain an “order book” of projected future shipments of diffusion-annealed, nickel-plated steel?

No Yes—Please describe when projected orders are entered into the order book, whether such projections are subject to change at later dates, and how far in advance customers typically provide projected order quantities.

II-10(b). **Order book production**.—Report your firm's expected production of diffusion-annealed, nickel-plated steel based on its “order books” for the specified periods.

Quantity (in short tons)				
Item	Jan-Mar 2014	Apr-Jun 2014	Jul-Sept 2014	Oct-Dec 2014
Production				

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, David.Boyland@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	

III-2. **Accounting system.**--Briefly describe your firm's financial accounting system.

- A. When does your firm's fiscal year end (month and day)? _____
If your firm's fiscal year changed during the data-collection period, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include diffusion-annealed, nickel-plated steel:

- 2. Does your firm prepare profit/loss statements for the diffusion-annealed, nickel-plated steel:
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes diffusion-annealed, nickel-plated steel, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. **Cost accounting system.**--Briefly describe your firm's cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. **Allocation basis.**--Briefly describe your firm's allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. **Other products.**--Please list the products your firm produced in the facilities in which your firm produced diffusion-annealed, nickel-plated steel, and provide the share of net sales accounted for by these other products in your firm's most recent fiscal year:

Products	Share of sales
Diffusion-annealed, nickel-plated steel	%
	%
	%
	%
	%

III-6. Does your firm purchase **inputs** (raw materials, labor, energy, or any other services) used in the production of diffusion-annealed, nickel-plated steel from any related firms?

Yes--Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of diffusion-annealed, nickel-plated steel that your firm purchases from related firms.

Input	Related firm

III-8a. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related firms should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 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 firms are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

PART III.--FINANCIAL INFORMATION--Continued

Yes No--Please contact David Boyland (202-708-4725, David.Boyland@usitc.gov).

III-8b. With respect to inputs purchased from related firms, please provide a narrative description of 1) the procedures used to identify the relevant amount of inter-company profit and loss and 2) the corresponding calculations to eliminate inter-company profit and losses to determine cost of goods sold, specifically the hot-rolled steel component, as reported in table III-10.

III-8c. With respect to relevant inputs purchased from related firms and the hot-rolled steel cost reported in table III-10, please report for each year the amount of inter-company profit or (loss) which was eliminated from hot-rolled steel costs in order to determine the net amount reported in table III-10.

	Fiscal years ended--		
	2011	2012	2013
	Value (in \$1,000)		
Inter-company profit or (loss) eliminated from total hot-rolled steel cost			

III-8d. With regard to the amounts reported in table III-8C, please describe the primary factors which explain variations in inter-company profit and intercompany loss.

III-8e. Please report the following information related to your purchases of hot-rolled steel used (or to be used) in the production of diffusion-annealed, nickel-plated steel. (Note: In the space provided, please identify the supplier.)

	Fiscal years ended--		
	2011	2012	2013
	Purchases of hot-rolled steel used (or to be used) in the production of diffusion-annealed, nickel-plated steel		
Supplier 1:			
Quantity (in short tons)			
Value (in \$1,000)			
Supplier 2:			
Quantity (in short tons)			
Value (in \$1,000)			
Supplier 3:			
Quantity (in short tons)			
Value (in \$1,000)			

PART III.--FINANCIAL INFORMATION--Continued

III-9. Nonrecurring items (charges and gains) included in reported in diffusion-annealed, nickel-plated steel financial results.--For each annual period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported diffusion-annealed, nickel-plated steel financial results in table III-10.

	Fiscal years ended--		
	2011	2012	2013
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	Nonrecurring item: In these columns please report the amount (<i>in \$1,000</i>) of the relevant nonrecurring item reported in table III-10.		
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.--FINANCIAL INFORMATION--Continued

III-10a. Operations on diffusion-annealed, nickel-plated steel.--Report the revenue and related cost information requested below on the diffusion-annealed, nickel-plated steel operations of your firm's U.S. establishment(s).¹ Do not report resales of products. Note that commercial shipments and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your firm's three most recently completed fiscal years. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact David Boyland (202) 708-4725 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
Net sales quantities: ³			
Commercial sales ("CS")			
Commercial shipments ("IC")			
Transfers to related firms ("Transfers")			
Total net sales quantities	0	0	0
Net sales values: ³			
Commercial sales			
Commercial shipments			
Transfers to related firms			
Total net sales values	0	0	0
Cost of goods sold (COGS): ⁴			
Hot-rolled steel			
Nickel			
Other raw material costs			
Direct labor			
Other factory costs			
Total COGS	0	0	0
Gross profit or (loss)	0	0	0
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses	0	0	0
Operating income (loss)	0	0	0
Other expenses and income:			
Interest expense			
All other expense items			
All other income items			
Net income or (loss) before income taxes	0	0	0
Depreciation/amortization included above			

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8.
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.
⁴ COGS should include costs associated with CS, IC, and Transfers, as well as export shipments in question II-8.

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

PART III.--FINANCIAL INFORMATION--Continued

III-10b. **Financial data reconciliation.**--The calculable line items from question III-10a (*i.e.*, total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?

Yes No.--If the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.

Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (*i.e.*, expenses are positive and incomes or reversals are negative--instances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (*i.e.*, income is positive, expenses or reversals are negative).

If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of diffusion-annealed, nickel-plated steel. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for diffusion-annealed, nickel-plated steel in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
Total assets (net)			

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on diffusion-annealed, nickel-plated steel. Provide data for your firm's three most recently completed fiscal years.

Value (in \$1,000)			
Item	Fiscal years ended--		
	2011	2012	2013
Capital expenditures			
Research and development expenses			

III-13. **Data consistency and reconciliation.**--Please indicate whether your firm's financial data for questions III-10, 11, and 12 are based on a calendar year or on your firm's fiscal year:

Calendar year	Fiscal year	Specify fiscal year
<input type="checkbox"/>	<input type="checkbox"/>	

Please note the quantities and values reported in question III-10 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 reconcile with data in question II-8?

Yes	No	If no, please explain.
<input type="checkbox"/>	<input type="checkbox"/>	

PART III.--FINANCIAL INFORMATION--Continued

III-14. **Effects of imports.**--Since January 1, 2011, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of diffusion-annealed, nickel-plated steel from Japan?

- No Yes--My 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. **Anticipated effects of imports.**--Does your firm anticipate any negative effects due to imports of diffusion-annealed, nickel-plated steel from Japan?

No	Yes	If yes, my firm anticipates negative effects as follows:
<input type="checkbox"/>	<input type="checkbox"/>	

PART IV.--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)

IV-1. **Contact information.**--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data, f.o.b. your firm's U.S. point of shipment, for your firm's commercial shipments to unrelated U.S. customers since January 1, 2011 of the following products produced by your firm.

Product 1A. -- Diffusion-annealed, nickel-plated steel, 0.010 inch, plus or minus 0.0004 in. (0.244 mm to 0.264 mm) thickness, maximum 326 mm width, with nickel plate 1.25 micron minimum one side and .625 micron minimum opposite.

Product 1B. --Diffusion-annealed, nickel-plated steel, 0.010 inch, plus or minus 0.0004 in. (0.244 mm to 0.264 mm) thickness, width of greater than 326 mm, 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 IV.--PRICING AND RELATED INFORMATION--Continued

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

(Quantity in short tons, value in \$1,000)						
Period of shipment	Product 1A		Product 1B		Product 2	
	Quantity	Value	Quantity	Value	Quantity	Value
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						
October-December						

¹ 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.

² Pricing product definitions are provided on the first page of Part IV.

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 1A: _____

Product 1B: _____

Product 2: _____

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

IV-2. **Pricing data.**—Continued.

(Quantity in short tons, value in \$1,000)						
Period of shipment	Product 3		Product 4		Product 5	
	Quantity	Value	Quantity	Value	Quantity	Value
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						
2013:						
January-March						
April-June						
July-September						
October-December						

¹ 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.

² Pricing product definitions are provided on the first page of Part IV.

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 3: _____

Product 4: _____

Product 5: _____

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

IV-3. **Price setting.**—

(a) 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"/>	

(b) Please list each pricing formula (e.g., tying prices to raw material costs) in use by your firm for its sales of diffusion-annealed, nickel-plated steel between 2011 and 2013, identifying the customer and the time period during which the formula was in use.

(c) To the extent that your firm uses a pricing formula for its sales of diffusion-annealed, nickel-plated steel, including a base price and adjustments for raw materials or other surcharges, please provide the following information:

What is the duration of the contract?

How much time typically elapses between the award of a contract including a pricing formula and the commencement of shipments under that contract?

For how long after shipments commence is the base price in effect?

How frequently may the price change due to the surcharge or price adjustment mechanism?

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

IV-3. **Price setting.**—*continued.*

(d) In bid negotiations for your firm's sales of diffusion-annealed, nickel-plated steel, do any customers require prices to be quoted based on specified or assumed values for raw materials (such as for hot rolled steel)?

Yes No

If yes, please identify the materials for which values are specified and describe the bidding process

(e) Do price negotiations for your firm's sales of diffusion-annealed, nickel-plated steel ever conclude after shipments of the product have already begun (i.e., are prices renegotiated after some shipments have already occurred, requiring post-shipment billing or price adjustments)?

Yes No

If yes, please describe how such price adjustments are made and whether the quarterly pricing data in section IV-2 above include such adjustments.

(f) Have you offered to supply or been invited to submit bids to customers with respect to diffusion-annealed, nickel-plated steel specifications for which you were not qualified to supply the customer at the time of the offer or bid?

Yes No

If yes, please describe the circumstances, indicating whether you won any bid competition prior to qualifying a particular customer specification and subsequently qualified to provide that specification.

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

IV-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"/>	

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

(a) What are your firm's typical sales terms for its U.S.-produced diffusion-annealed, nickel-plated steel?

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

(b) On what basis are your firm's prices of domestic diffusion-annealed, nickel-plated steel usually quoted (*check one*)?

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

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced diffusion-annealed, nickel-plated steel in 2013 was 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 2013 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

IV-7. **Contract provisions.**— Please fill out the table with respect to provisions of your firm's typical sales contracts for diffusion-annealed, nickel-plated steel (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)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<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	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

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

<u>Source</u>	<u>Share of 2013 sales</u>	<u>Lead time (days)</u>
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

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

IV-9. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of diffusion-annealed, nickel-plated steel that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your firm's customers' locations?
 Your firm Purchaser (*check one*)
- (c) Indicate the approximate percentage of your firm's sales of diffusion-annealed, nickel-plated steel that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

- IV-10. **Geographical shipments.**-- In which U.S. geographic market area(s) has your firm sold its U.S.-produced diffusion-annealed, nickel-plated steel since January 1, 2011 (check all that apply)?

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

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

IV-11. **End uses.**--List the end uses of the diffusion-annealed, nickel-plated steel that your firm manufactures. For each end-use product, what 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%

IV-12. **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"/>	

IV-13. **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, 2011. Explain any trends and describe the principal factors that have affected these changes in demand.

Market	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explanation and factors
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-14. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of diffusion-annealed, nickel-plated steel since January 1, 2011?

No	Yes	If yes, please describe and quantify if possible.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Business cycles.**--

a) Is the diffusion-annealed, nickel-plated steel market subject to business cycles (other than general economy-wide conditions) and/or other conditions of competition distinctive to diffusion-annealed, nickel-plated steel?

- No (skip to question IV-16).
- Yes-Business cycles (e.g. seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

Business cycles	
Other conditions of competition	

(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, 2011?

No	Yes	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-16. **Supply constraints.**--Has your firm refused, declined, or been unable to supply diffusion-annealed, nickel-plated steel since January 1, 2011 (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	If yes, please describe.
<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-17. **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.

IV-18. **Interchangeability.**--Is diffusion-annealed, nickel-plated steel produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = *no familiarity* with products from a specified country-pair

Country-pair	Japan	Germany	Korea	Other countries
United States				
Japan	X			
Germany	X	X		
Korea	X	X	X	

For any country-pair producing diffusion-annealed, nickel-plated steel that is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-19. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between diffusion-annealed, nickel-plated steel produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Japan	Germany	Korea	Other countries
United States				
Japan	X			
Germany	X	X		
Korea	X	X	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of diffusion-annealed, nickel-plated steel, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>				

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

IV-20. **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, 2011. 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 2013.

Customer's name	Contact person	Email	Telephone	Street address (not P.O. box), city, state, and zip code	Share of 2013 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	

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

IV-21. Competition From Imports--Lost Revenue.--

Since January 1, 2011: To avoid losing sales to competitors selling diffusion-annealed, nickel-plated steel from Japan, did your firm:

	No	Yes
Reduce prices	<input type="checkbox"/>	<input type="checkbox"/>
Roll back announced price increases	<input type="checkbox"/>	<input type="checkbox"/>

Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.

If you indicated "yes" above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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 firm's initial price quotation
- Quantity involved
- Your firm's initial *rejected* price quotation (total delivered value)
- Your firm's *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	Country of origin	Date of quote	Quantity (short tons)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Competing import price (total value-- dollars)
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							
Firm Contact Phone Fax							

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

IV-22. Competition From Imports--Lost Sales.—

Since January 1, 2011: Did your firm lose sales of diffusion-annealed, nickel-plated steel to imports of these products from Japan?

No **Yes**

Please DO NOT RE-SUBMIT allegations provided in the preliminary phase of this proceeding.

If you indicated “yes” above, please furnish the following information for each affected transaction. If possible, provide documentation (e.g., 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 firm’s price quotation
- Quantity involved
- Your firm’s 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	Country of origin	Date of quote	Quantity (<i>short tons</i>)	Rejected U.S. price (total value-- dollars)	Competing import price (total value— dollars)
Firm Contact Phone Fax						
Firm Contact Phone Fax						
Firm Contact Phone Fax						
Firm Contact Phone Fax						

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

IV-23. Competition From Imports--Lost Sales and Lost Revenue—

For both any allegations listed above in IV-21 and IV-22 as well as for any allegations listed in the preliminary phase of this investigation, please attach any additional documentation that your firm has that would corroborate details in the allegation, e.g., pricing levels, volumes, dates, etc..

Did your firm attach any such corroboration?

No **Yes**

Additional comments:
