

**U.S. PURCHASERS' 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 possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270, [John.Benedetto@usitc.gov](mailto:John.Benedetto@usitc.gov)).

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

Address \_\_\_\_\_

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

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

Has your firm purchased diffusion-annealed, nickel-plated steel (as defined in the instruction booklet) from any source (domestic or foreign) 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 submitting 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

\_\_\_\_\_  
Signature

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

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

\_\_\_\_\_  
Fax

**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 25 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 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.

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I-3. **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)

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

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing diffusion-annealed, nickel-plated steel from Japan into the United States or which are engaged in exporting diffusion-annealed, nickel-plated steel from Japan to the United States?

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

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

No             Yes--List the following information.

<b>Firm name and country</b>	<b>Address</b>	<b>Affiliation</b>

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

No             Yes--List the following information.

<b>Firm name</b>	<b>Address</b>	<b>Affiliation</b>

**PART II.--PURCHASES**

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

Name	
Title	
Email	
Telephone	
Fax	

II-1. **Purchases.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of diffusion-annealed, nickel-plated steel. Report based on delivery date, not order date.

Item	2011	2012	2013
<b>Purchases of diffusion-annealed, nickel-plated steel produced in--</b>			
<b>The United States:</b>			
<i>Quantity (in short tons)</i>			
<i>Value (in dollars)</i>			
<b>Japan:</b>			
<i>Quantity (in short tons)</i>			
<i>Value (in dollars)</i>			
<b>Germany:</b>			
<i>Quantity (in short tons)</i>			
<i>Value (in dollars)</i>			
<b>Korea:</b>			
<i>Quantity (in short tons)</i>			
<i>Value (in dollars)</i>			
<b>All other countries:<sup>1</sup></b>			
<i>Quantity (in short tons)</i>			
<i>Value (in dollars)</i>			
<sup>1</sup> Please identify these countries:			

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

II-2. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of diffusion-annealed, nickel-plated steel from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Japan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Germany	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
All other countries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

II-3. **Purchases from one or multiple countries.**—

(a) If your firm has a preference for purchasing diffusion-annealed, nickel-plated steel from only one country, please explain the reasons for doing so.

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(b) If your firm has a preference for purchasing diffusion-annealed, nickel-plated steel from multiple countries, please explain the reasons for doing so.

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

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for diffusion-annealed, nickel-plated steel since January 1, 2011. Also, provide the share of the quantity of your firm's total purchases of diffusion-annealed, nickel-plated steel that each of these suppliers accounted for in 2013.

<b>No.</b>	<b>Supplier's name</b>	<b>City and state</b>	<b>Share of quantity of 2013 purchases</b>
1			%
2			%
3			%
4			%
5			%

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

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of diffusion-annealed, nickel-plated steel (check all that apply)?

End user (battery producer)	End user (can stamper)	Distributor	Other	Describe other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

*If your firm is a distributor of diffusion-annealed, nickel-plated steel, please answer questions III-2 and III-3.*

III-2. **Competition for sales.**--If you are a distributor or reseller of diffusion-annealed, nickel-plated steel, do you compete for sales to your customers with the manufacturers or importers from which you purchase diffusion-annealed, nickel-plated steel?

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

III-3. **Types of customers.**--If your firm is a distributor or reseller of diffusion-annealed, nickel-plated steel, what are the major types of consumers to which you sell diffusion-annealed, nickel-plated steel?

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*If your firm is an end user (e.g., battery producer, can stamper) of diffusion-annealed, nickel-plated steel, please answer questions III-4 through III-6.*

III-4. **End uses.**--List the top 3 products you make using diffusion-annealed, nickel-plated steel **and** estimate the percent of your total production cost that is accounted for by diffusion-annealed, nickel-plated steel and by other inputs (such as labor, energy, and other raw materials).

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by				Total
	diffusion-annealed, nickel-plated steel		Other inputs		
	%	+	%	=	100%
	%	+	%	=	100%
	%	+	%	=	100%

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

**III-5. Demand for end use products.--**

- (a) If your firm is an end user of diffusion-annealed, nickel-plated steel, has the demand for your firm's final products incorporating diffusion-annealed, nickel-plated steel changed since January 1, 2011?

Increased	No change	Decreased	Fluctuated
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- (b) Has this had any effect on your firm's demand for diffusion-annealed, nickel-plated steel?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

**III-6. Contracts.—**

- (a) Does your firm purchase diffusion-annealed, nickel-plated steel under contracts committing a certain percentage of your purchases?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) If your firm is a can stamper, does your firm work under contracts negotiated with your suppliers by your customers?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	



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

III-7. **Substitutes.**--Can other products be substituted for diffusion-annealed, nickel-plated steel?

No                       Yes--Please fill out the table below.

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"/>	

III-8. **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"/>	

III-9. **Importance of purchasing domestic product.**--Please fill out the table below, estimating the percentage of your firm's total 2013 purchases of diffusion-annealed, nickel-plated steel that required diffusion-annealed, nickel-plated steel produced in the United States.

	Estimated percentage of your firm's total 2013 purchases of diffusion-annealed, nickel-plated steel
<b>Purchases that did not require domestic product</b>	_____ %
<b>Purchases of domestic product that were required by law or regulation (e.g., government purchases under "Buy American" provisions)</b>	_____ %
<b>Purchases of domestic product that were not required by law or regulation, but were required by your customers</b>	_____ %
<b>Purchases of domestic product that were required for other reasons (explain: _____)</b>	_____ %
	100 %

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

**III-10. Conditions of competition.--**

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 III-10.)
- Yes-Business cycles (e.g. seasonal business).
- Yes-Other distinctive conditions of competition.

If yes, describe below.

<b>Business cycles</b>	
<b>Other conditions of competition</b>	

(b) 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, describe.
<input type="checkbox"/>	<input type="checkbox"/>	

III-11. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving diffusion-annealed, nickel-plated steel based on the producer of the diffusion-annealed, nickel-plated steel you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the producer and why this information is important
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

III-12. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving diffusion-annealed, nickel-plated steel based on the country of origin of the diffusion-annealed, nickel-plated steel you purchase?

	Always	Usually	Sometimes	Never	If at least sometimes, discuss how your firm/customers determine the source and why this information is important
<b>Your firm</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<b>Your customers</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

III-13. **Purchasing frequency.**--

(a) How frequently do you make purchases of diffusion-annealed, nickel-plated steel (check one)?

Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2011?

No	Yes	If yes, how and why do you expect these changes to occur?
<input type="checkbox"/>	<input type="checkbox"/>	

III-14. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? Between \_\_\_\_ and \_\_\_\_ firms

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

**III-15. Supplier negotiations.--**

- (a) Do purchases of diffusion-annealed, nickel-plated steel usually involve negotiations between supplier and purchaser?

No	Yes	If yes, please describe how negotiations take place, including whether you issue requests for quotations to multiple suppliers and what factors you use to evaluate bids from suppliers.
<input type="checkbox"/>	<input type="checkbox"/>	

- (b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No	Yes	If yes, specify the time period.
<input type="checkbox"/>	<input type="checkbox"/>	

- (c) Does your firm typically negotiate with suppliers simultaneously for purchases of diffusion-annealed, nickel-plated steel inside and outside the United States?

No	Yes	If so, please describe how your overall worldwide negotiations affect your decisions about supply of diffusion-annealed, nickel-plated steel for your U.S. needs.
<input type="checkbox"/>	<input type="checkbox"/>	

**III-16. Change in suppliers.--Have you changed suppliers since January 1, 2011?**

No	Yes	If yes, please list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.
<input type="checkbox"/>	<input type="checkbox"/>	

**III-17. New suppliers.--Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2011?**

No	Yes	If yes, please identify the firms and indicate how you became aware of them.
<input type="checkbox"/>	<input type="checkbox"/>	

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

**III-18. Supplier qualification.--**

- (a) Do you require your suppliers to be or to become certified or qualified to sell diffusion-annealed, nickel-plated steel to your firm?

No                       Yes- Please answer (b) through (e).

- (b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

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- (c) How long does it take to qualify a new supplier? \_\_\_\_\_ days

- (d) Please identify all the suppliers of diffusion-annealed, nickel-plated steel that were qualified to supply your firm in 2013 and 2014, by battery specification:

<b>Specification</b>	<b>Qualified Producers - 2013</b>	<b>Qualified producers – 2014</b>
AA can		
AAA can		
AAAA can		
C can		
D can		
End caps		
Automotive		

- (e) Does your firm ever allow a supplier to bid on contracts for diffusion-annealed, nickel-plated steel, even if the supplier is not yet qualified? Please explain

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

III-19. **Failure to certify.**--Since January 1, 2011, have any domestic or foreign producers failed in their attempts to certify or qualify their diffusion-annealed, nickel-plated steel with your firm or have any producers lost their approved status?

No	Yes	If yes, please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.
<input type="checkbox"/>	<input type="checkbox"/>	

III-20. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase diffusion-annealed, nickel-plated steel for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1.	
2.	
3.	
Please list any other factors that are very important in your purchase decisions:	

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

III-21. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for diffusion-annealed, nickel-plated steel.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Global relationship with supplier .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall cost effectiveness .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processability of material .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-22. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of diffusion-annealed, nickel-plated steel?

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III-23. **Frequency of decisions based on price.**--How often does your firm purchase the diffusion-annealed, nickel-plated steel that is offered at the lowest price?

<b>Always</b>	<b>Usually</b>	<b>Sometimes</b>	<b>Never</b>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-24. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. *A price leader is not necessarily the lowest-priced supplier.*

Please list the names of any firms you considered price leaders in the diffusion-annealed, nickel-plated steel market since January 1, 2011. Describe how the firm(s) exhibited price leadership.

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**PART IV.—PRODUCT COMPARISONS**

IV-1. **Country knowledge.**--Please indicate the countries of origin for diffusion-annealed, nickel-plated steel for which your firm has actual marketing/pricing knowledge.

<b>United States</b>	<b>Japan</b>	<b>Other countries (specify)</b>
<input type="checkbox"/>	<input type="checkbox"/>	

IV-2. **Interchangeability by country-pair.**--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				
Germany				
Korea				

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:

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**PART IV.—PRODUCT COMPARISONS--Continued**

IV-3. **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 purchases 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	

For any country-pair for which factors other than price *always* or *frequently* 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:

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**PART IV.—PRODUCT COMPARISONS--Continued**

IV-4. **Country preferences.**--Do you or your customers ever specifically order diffusion-annealed, nickel-plated steel from one country in particular over other possible sources of supply?

No	Yes	If yes, please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why diffusion-annealed, nickel-plated steel from these countries is preferred over product from other countries (please note the specific product in your response).
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of diffusion-annealed, nickel-plated steel available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No	Yes	If yes, please identify the source and the grade/type/size.
<input type="checkbox"/>	<input type="checkbox"/>	

IV-6. **Choice of product not based on price.**--If you purchased diffusion-annealed, nickel-plated steel from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.—PRODUCT COMPARISONS--Continued**

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how diffusion-annealed, nickel-plated steel produced in each country you identified in your response to the first question in Part IV compares with diffusion-annealed, nickel-plated steel produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	<u>product from United States compared to product from Japan</u>			<u>product from United States compared to product from Nonsubject countries</u>			<u>product from Japan compared to product from Nonsubject countries</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Global relationship with supplier .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall cost effectiveness .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Processability of material .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs <sup>1</sup> .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-8. **Minimum quality**--How often does diffusion-annealed, nickel-plated steel from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
<b>United States</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Japan</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Germany</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Korea</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other:</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Other:</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-9. **Lost sales and lost revenue**.—If your firm responded to a lost sales or lost revenue allegation in the preliminary phase of these investigations, please provide 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.

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