

U.S. IMPORTERS'/PURCHASERS' QUESTIONNAIRE

NI-RESIST PISTON INSERTS FROM ARGENTINA AND KOREA

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

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty investigations concerning Ni-resist piston inserts from Argentina and Korea (Inv. Nos. 701-TA-460-461 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported and/or purchased Ni-resist piston inserts (as defined in the instruction booklet) from any country at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> 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)

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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

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. 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. 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. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing Ni-resist piston inserts from Argentina and/or Korea into the United States or which are engaged in exporting Ni-resist piston inserts from Argentina and/or Korea to the United States?

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of Ni-resist piston inserts?

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations as they pertain to Ni-resist piston inserts. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported products(s) Customs broker or freight forwarder.

I-7. If your firm is an importer of record of Ni-resist piston inserts but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-8. Please indicate whether your firm enters Ni-resist piston inserts into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-9. Please indicate whether your firm imports Ni-resist piston inserts under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

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

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of Ni-resist piston inserts since January 1, 2006?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of Ni-resist piston inserts from Argentina and/or Korea for delivery after December 31, 2008?

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

II-4. If your firm also produces Ni-resist piston inserts in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. Has your firm imported Ni-resist piston inserts for end uses other than diesel engine pistons?

- No Yes--Please identify below. End use unknown.

End use(s): _____

II-6. Under which 10-digit Harmonized Tariff Schedule of the United States classification number(s) has your firm imported Ni-resist piston inserts? _____

II-7a. **IMPORTS FROM ARGENTINA.**--Report your firm's imports and your firm's shipments and inventories of Ni-resist piston inserts imported from Argentina by your firm during the specified periods. (See definitions in the instruction booklet.)

ARGENTINA

Quantity (in pounds), value (in dollars)			
Item	Calendar years		
	2006	2007	2008
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments: ³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known: _____			
² 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 2006, 2007, and 2008 below: _____			
³ Identify your principal export markets: _____			
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-7b. **IMPORTS FROM KOREA.**—Report your firm’s imports and your firm’s shipments and inventories of Ni-resist piston inserts imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

KOREA

Quantity (in pounds), value (in dollars)			
Item	Calendar years		
	2006	2007	2008
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments: ³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the foreign producers, if known: _____ _____ _____			
² 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 2006, 2007, and 2008 below: _____ _____			
³ Identify your principal export markets: _____ _____			
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, 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-8. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of Ni-resist piston inserts imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in pounds), value (in dollars)			
Item	Calendar years		
	2006	2007	2008
Beginning-of-period inventories (quantity)			
Imports: ¹			
Quantity of imports			
Value of imports			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ² of internal consumption/transfers			
Export shipments: ³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
¹ Please identify the exporting country (or countries) and the foreign producers, if known: <hr/>			
² 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 2006, 2007, and 2008 below: <hr/>			
³ Identify your principal export markets: _____ 			
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

PART III.--PRICING AND RELATED INFORMATION

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

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

Name and title

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data concerning your firm's U.S. commercial shipments to unrelated customers of the following products during January 2006 to December 2008. If you are a distributor and the products are imported to be resold, please fill out questions III-2a and III-2b and report the quarterly **sales** price data for pricing products below. If you internally consume the product, please fill out questions III-2c and III-2d and report quarterly **purchase** price data. Pricing data should be reported for the products below:

Product 1.-- Ni-resist piston inserts with a per unit weight of 0.409 lbs. and an outer diameter of 4.602 inches (part number 61256 or 6056).

Product 2.-- Ni-resist piston inserts with a per unit weight of 0.772 lbs. and an outer diameter of 5.220 inches (part number N-4590-6).

Product 3.-- Ni-resist piston inserts with a per unit weight of 0.782 lbs. and an outer diameter of 5.859 inches (part number NI-550-104PP).

Product 4.-- Ni-resist piston inserts with a per unit weight of 1.874 lbs. and an outer diameter of 5.857 inches (part number NI-550-233PP1).

For questions III-2a and 2b 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.

For questions III-2c and 2d please note that total dollar values should be on a landed, duty-paid basis and should not include U.S.-inland transportation costs to your U.S. facility. Total dollar values should reflect the **FINAL NET amount paid by 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. Report below the quarterly sales price data¹ for pricing products² imported from **Argentina** and sold by your firm.

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				

¹ Net values (i.e., gross sales values 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 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:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

III-2b. Report below the quarterly sales price data¹ for pricing products² imported from **Korea** and sold by your firm.

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				

¹ Net values (i.e., gross sales values 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 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:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

III-2c. Report your firm's quarterly ***purchase*** price data¹ for pricing products² imported from **Argentina** below.

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), landed, duty-paid, and excluding U.S.-inland transportation costs to your U.S. facility. If you cannot provide landed, duty-paid prices, please give delivered prices to your firm's facility. Please indicate whether the prices you are reporting here are landed, duty-paid or delivered .

² 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:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

III-2d. Report your firm's quarterly ***purchase*** price data¹ for pricing products² imported from **Korea** below.

(Quantity in units, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
2008				
January-March				
April-June				
July-September				
October-December				

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, and the value of returned goods), landed, duty-paid, and excluding U.S.-inland transportation costs to your U.S. facility. If you cannot provide landed, duty-paid prices, please give delivered prices to your firm's facility. Please indicate whether the prices you are reporting here are landed, duty-paid or delivered .

² 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:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

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

****Note: If your firm internally consumes the imported product please skip questions III-3-III-11. Also note that the questions in this section refer to imports from Argentina and Korea. If your firm imports Ni-resist piston inserts from both subject countries and your response to any question differs depending upon country of origin, please report separately for each country and note this in your response.**

III-3. Please describe how your firm determines the prices that it charges for sales of Ni-resist piston inserts (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-5. What are your firm's typical sales terms for Ni-resist piston inserts imported from Argentina and/or Korea (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

III-6. Approximately what share of your firm's sales of its Ni-resist piston inserts imported from Argentina and/or Korea in 2008 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

III-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of Ni-resist piston inserts?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

III-10. (a) What is the approximate percentage of the total delivered cost of Ni-resist piston inserts that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

III-11. What is the geographic market area in the United States served by your firm's Ni-resist piston inserts? (check all that apply)

- Northeast Mid-Atlantic Midwest Southeast
 Southwest Rocky Mountains West Coast Northwest
 National Other (describe: _____)

III-12. Describe the end uses of the Ni-resist piston inserts that you import from Argentina and/or Korea. For each end-use product, what percentage of the total cost is accounted for by Ni-resist piston inserts?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

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

III-13. (a) Can other products be substituted for Ni-resist piston inserts?

No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for Ni-resist piston inserts?

No Yes--To what degree do changes in their prices affect the price for Ni-resist piston inserts? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of Ni-resist piston insert or final end use?

III-14. How has the demand within the United States (and outside the United States if known) for Ni-resist piston inserts changed since January 1, 2006? What principal factors affect changes in demand?

Increase No Change Decrease

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

III-15. Have there been any significant changes in the product range or marketing of Ni-resist piston inserts since January 1, 2006?

No Yes-- Please describe.

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

Country-pair	United States	Argentina	Korea	Other countries
United States				
Argentina				
Korea				

¹ For any country-pair producing Ni-resist piston inserts which are *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

****Note: If your firm internally consumes the imported product please skip question III-18.**

III-18. Please identify below the names and addresses of your firm's 10 largest customers for Ni-resist piston inserts during 2006-2008. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of Ni-resist piston inserts from Argentina and/or Korea that each of these customers accounted for in 2008.

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

PART IV.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

IV-1. If the relative levels of your firm's purchases of Ni-resist piston inserts from different sources (both domestic and foreign) have changed in the last three years, please state whether the relative share from that country has increased or decreased, and state the reason.

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Argentina	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/> <hr/>

IV-2. If your firm is an end user of Ni-resist piston inserts, list in order of quantity of Ni-resist piston inserts consumed, the top 3 products for which your firm purchases Ni-resist piston inserts as a component part or input. Please indicate what percentage of the total cost is accounted for by Ni-resist piston inserts.

Product you produce	Percent of cost accounted for by Ni-resist piston inserts

PART IV.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued

IV-3. (a) If your firm is an end user of Ni-resist piston inserts, has the demand for your firm's final products incorporating Ni-resist piston inserts changed since January 1, 2006?

- Increased No change Decreased

(b) Has this had any effect on your firm's demand for Ni-resist piston inserts?

IV-4. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- No Yes--Please identify the firms.

IV-5. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the Ni-resist piston inserts they sell to your firm?

- No Yes-- _____ percent of purchases in 2008 Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

IV-6. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

PART IV.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued

IV-7. Since January 1, 2006, have any domestic or foreign producers failed in their attempts to certify or qualify their Ni-resist piston inserts with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

IV-8. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for Ni-resist piston inserts.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	-	-	-
Delivery terms.....	-	-	-
Delivery time	-	-	-
Discounts offered	-	-	-
Extension of credit	-	-	-
Price	-	-	-
Minimum qty requirements.....	-	-	-
Packaging.....	-	-	-
Product consistency	-	-	-
Quality meets industry standards	-	-	-
Quality exceeds industry standards.	-	-	-
Product range	-	-	-
Reliability of supply.....	-	-	-
Technical support/service	-	-	-
U.S. transportation costs	-	-	-
Other (specify):			
_____	-	-	-
_____	-	-	-
_____	-	-	-

PART IV.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued

IV-8. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase Ni-resist piston inserts for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

IV-9. What characteristics does your firm consider when determining the quality of Ni-resist piston inserts?

IV-10. How often does your firm purchase the Ni-resist piston inserts that are offered at the lowest price?

Always Usually Sometimes Never

IV-11. Since January 1, 2006, did your firm switch purchases of Ni-resist piston inserts from U.S. producers to suppliers of Ni-resist piston inserts imported from Argentina and/or Korea?

No Yes - (Please list the country/countries) _____

If yes, was price the reason for the shift?

No Yes

If price was not the reason for the shift, please list the reason(s) for the shift.

PART IV.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES --Continued

IV-12. Since January 1, 2006, did U.S. producers reduce their prices of Ni-resist piston inserts in order to compete with prices of Ni-resist piston inserts imported from Argentina and/or Korea?

No Yes - (Please list the country/countries) _____

Comments:
