



**ECONOMIC CONSULTING SERVICES, LLC**

**BEFORE THE  
UNITED STATES INTERNATIONAL TRADE COMMISSION**

**IN THE MATTER  
OF  
CIRCULAR WELDED CARBON-QUALITY STEEL PIPE FROM OMAN, PAKISTAN,  
THE PHILIPPINES, THE UNITED ARAB EMIRATES, AND VIETNAM**

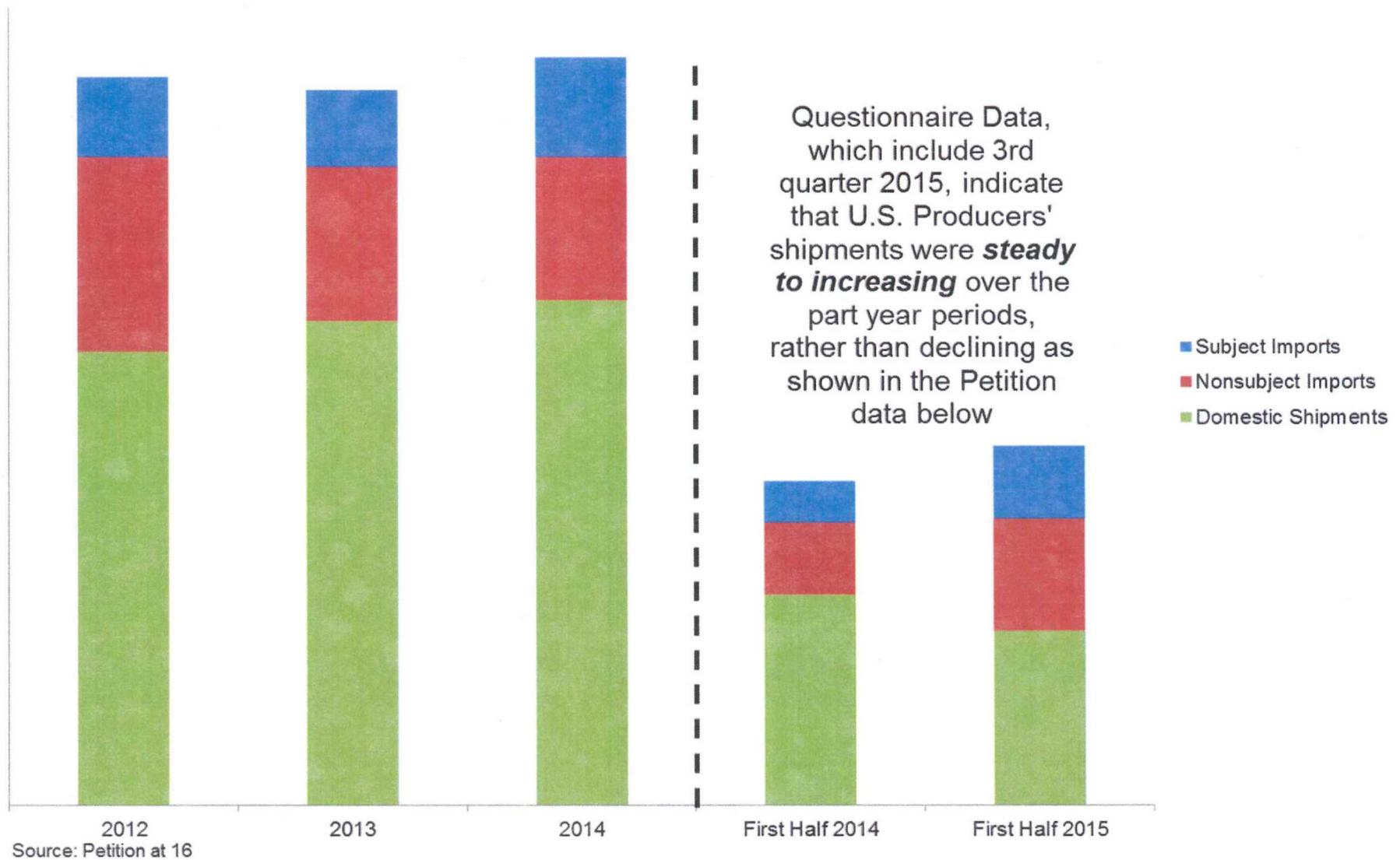
**Inv. Nos. 701-TA-549 and 731-TA-1299-1303**

**EXHIBITS TO TESTIMONY OF  
JIM DOUGAN  
VICE PRESIDENT  
ECONOMIC CONSULTING SERVICES, LLC**

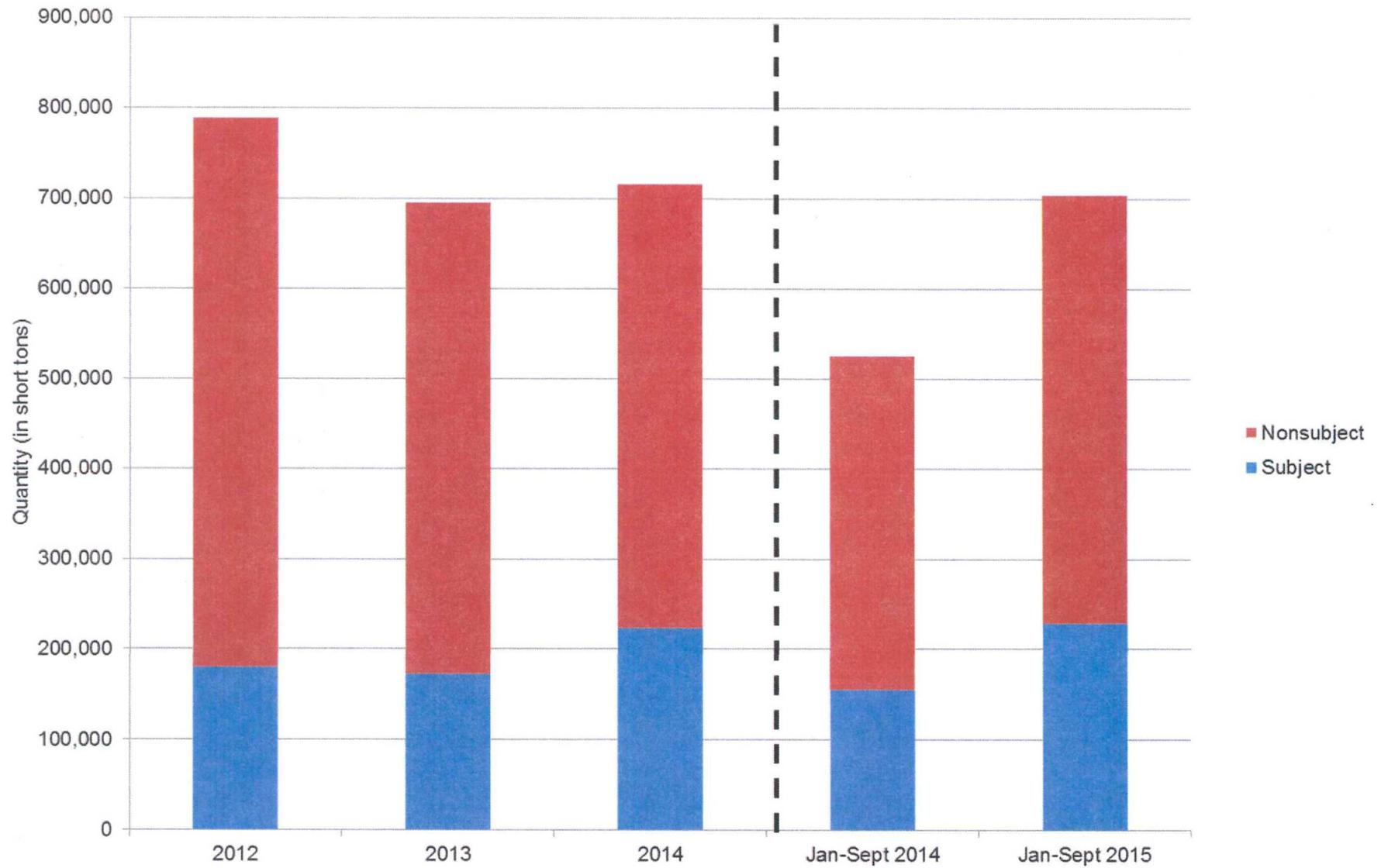
**November 18th, 2015**

**Washington, D.C.**

## The Increase in Subject Import Volume and Market Share Was Modest



## Nonsubject Import Volume Far Exceeded Subject Import Volume Throughout the POI



Source: U.S. Census Bureau Import Statistics

## **Petitioners' Witnesses Confirmed Advantages of and Price Premium for Domestic CWP**

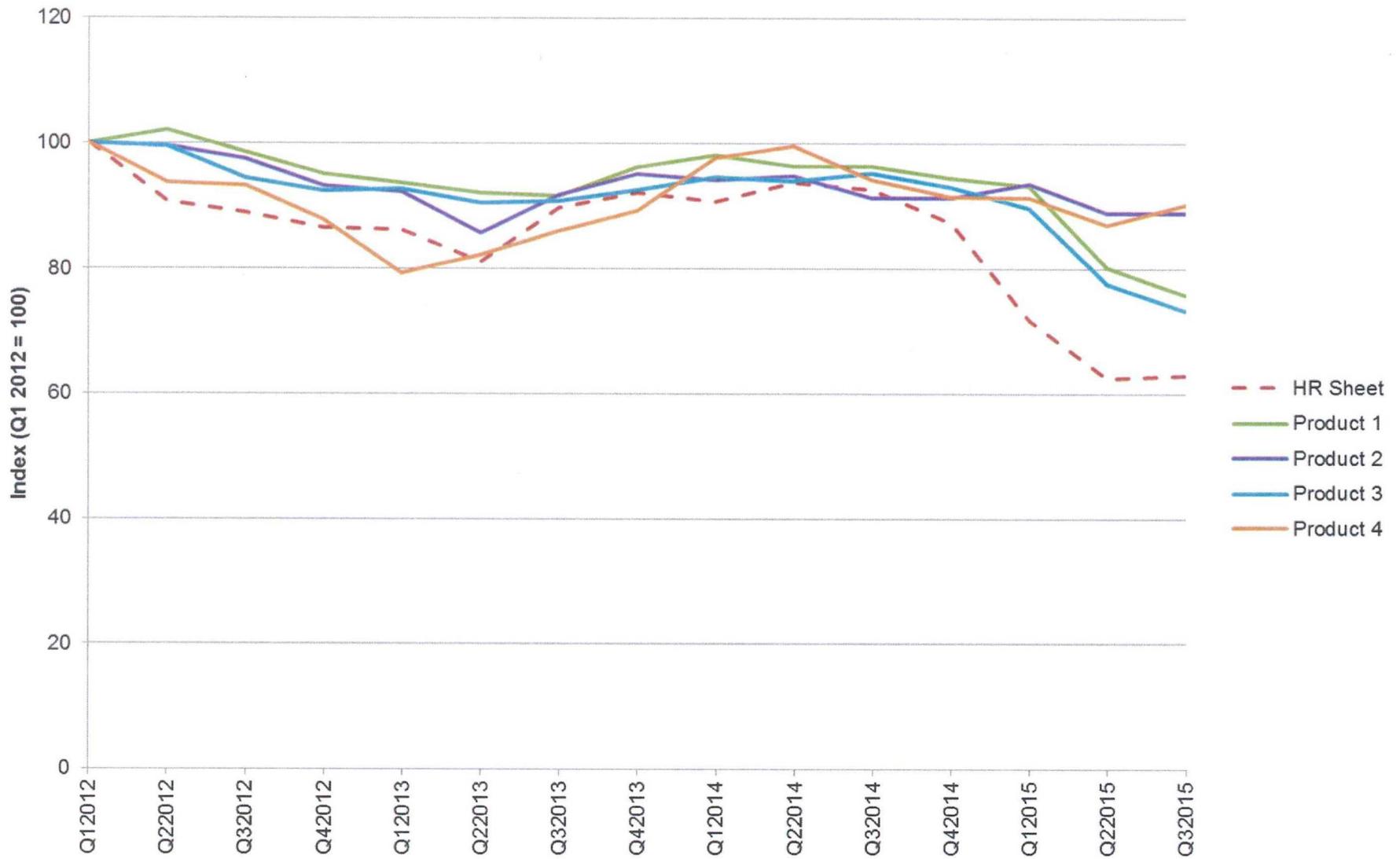
“In response to that, we have found that the prices being offered by the subject countries here are just not as competitive as they were, so in order to buy import, there has to be a price differential between the import offering and the domestic offering. I think that much is clear from just the common sense standpoint that when I buy import pipe, I'm buying large quantities, and it takes longer lead time, so I'm taking a little bit of risk out there. When prices are less competitive, there's not a compelling offering there.”

- David Clark, President of Merchant Metals, Hearing Tr. at 25.

“When you buy the available inventories closer to your distribution points, you're able to warehouse less material, less costs involved in handling, less risk of having the offset raw material at the right time... If I buy foreign pipe, I would be buying it four, five times a year, and I would be getting shipments three and four months out.”

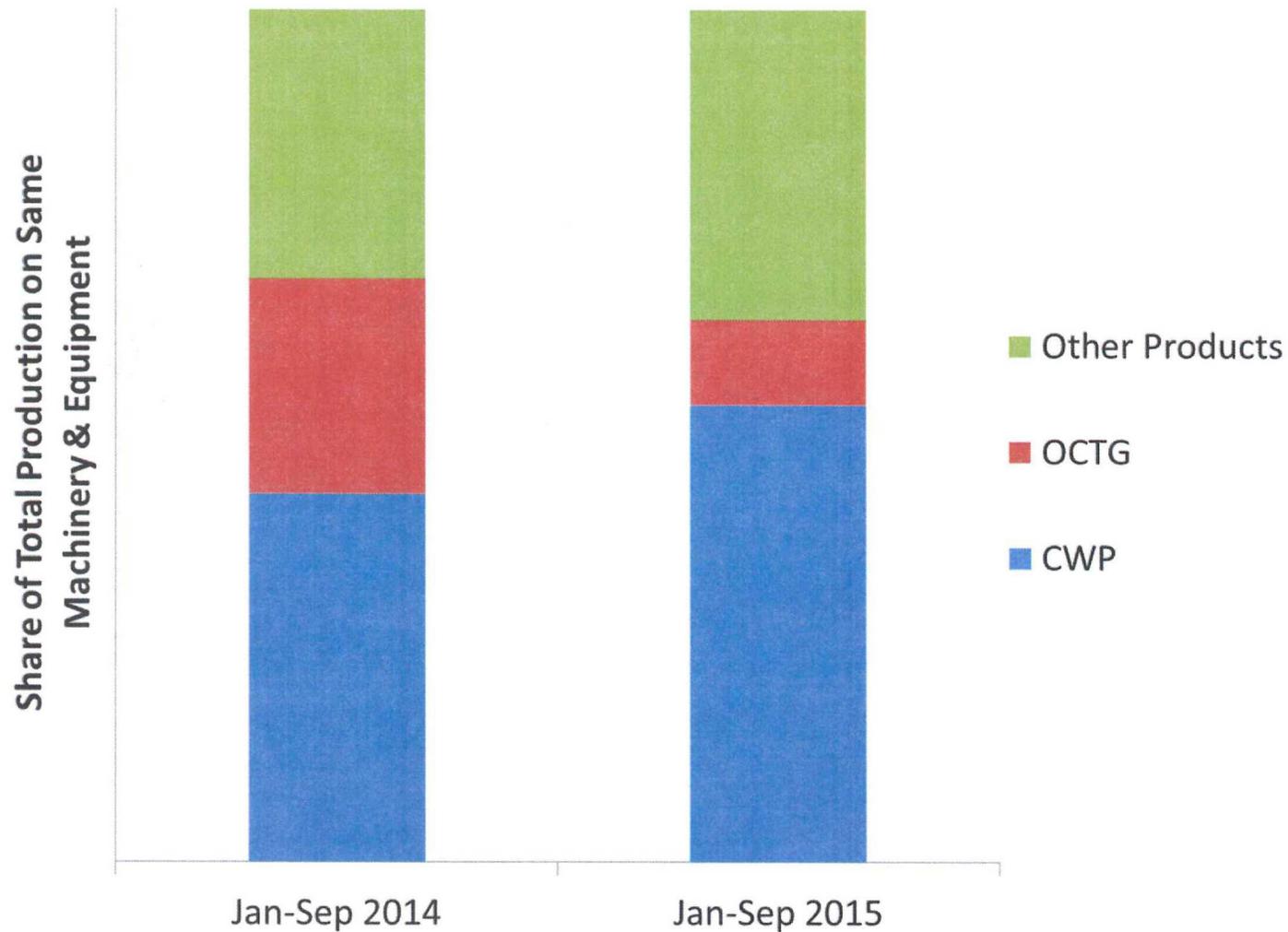
- Robert Moss, President of Long Island Pipe Supply Company,  
Hearing Tr. at 82-83

## Domestic Producers' Prices Declined by Less than Hot Rolled Sheet Prices



Source: AMM and U.S. Producers' Questionnaires at IV-2.

# Collapse in OCTG Production Led to CWP Having Greater Share of Production – and Allocated Expenses



Source: U.S. Producers' QR at II-3a

## **Petitioners' Claims of Threat in 2012 Never Came To Pass**

“If you find no injury and no threat, you will force the closure of numerous pipe mills producing these products in the United States, with the direct loss of hundreds of jobs and the indirect loss of thousands of jobs.”

- Mr. Schagrin, Hearing Tr. at 19

“...the threat the from the subject countries is virtually unlimited.”

- Mr. Vaughn, Hearing Tr. at 123