



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 UNITED ARAB EMIRATES, AND VIETNAM**

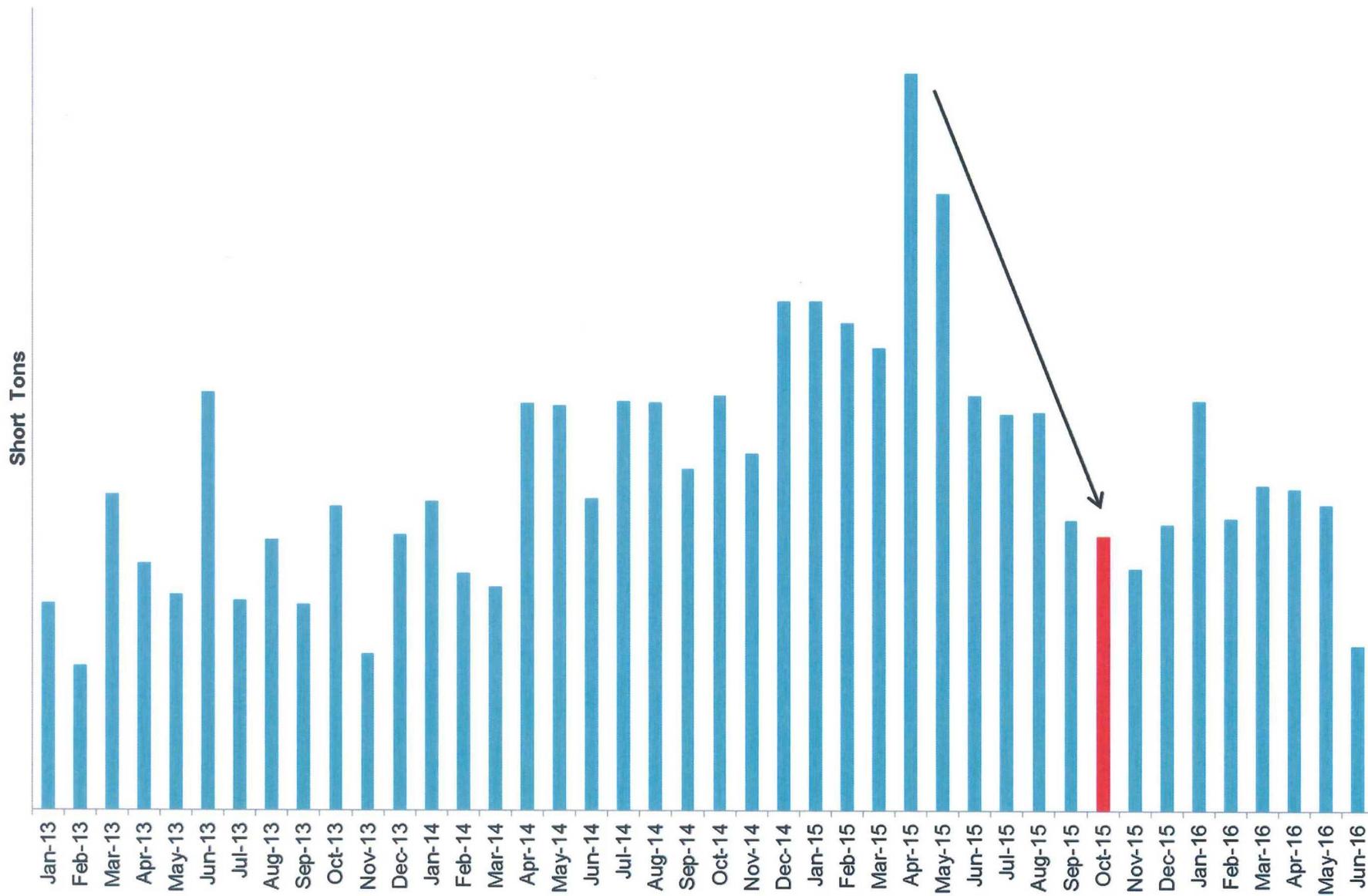
Inv. No. 701-TA-549 and 731-TA-1299, 1300, 1302, and 1303

**EXHIBITS TO TESTIMONY OF
JIM DOUGAN, VICE PRESIDENT
and
EMMA PETERSON, STAFF ECONOMIST
ECONOMIC CONSULTING SERVICES, LLC**

October 13, 2016

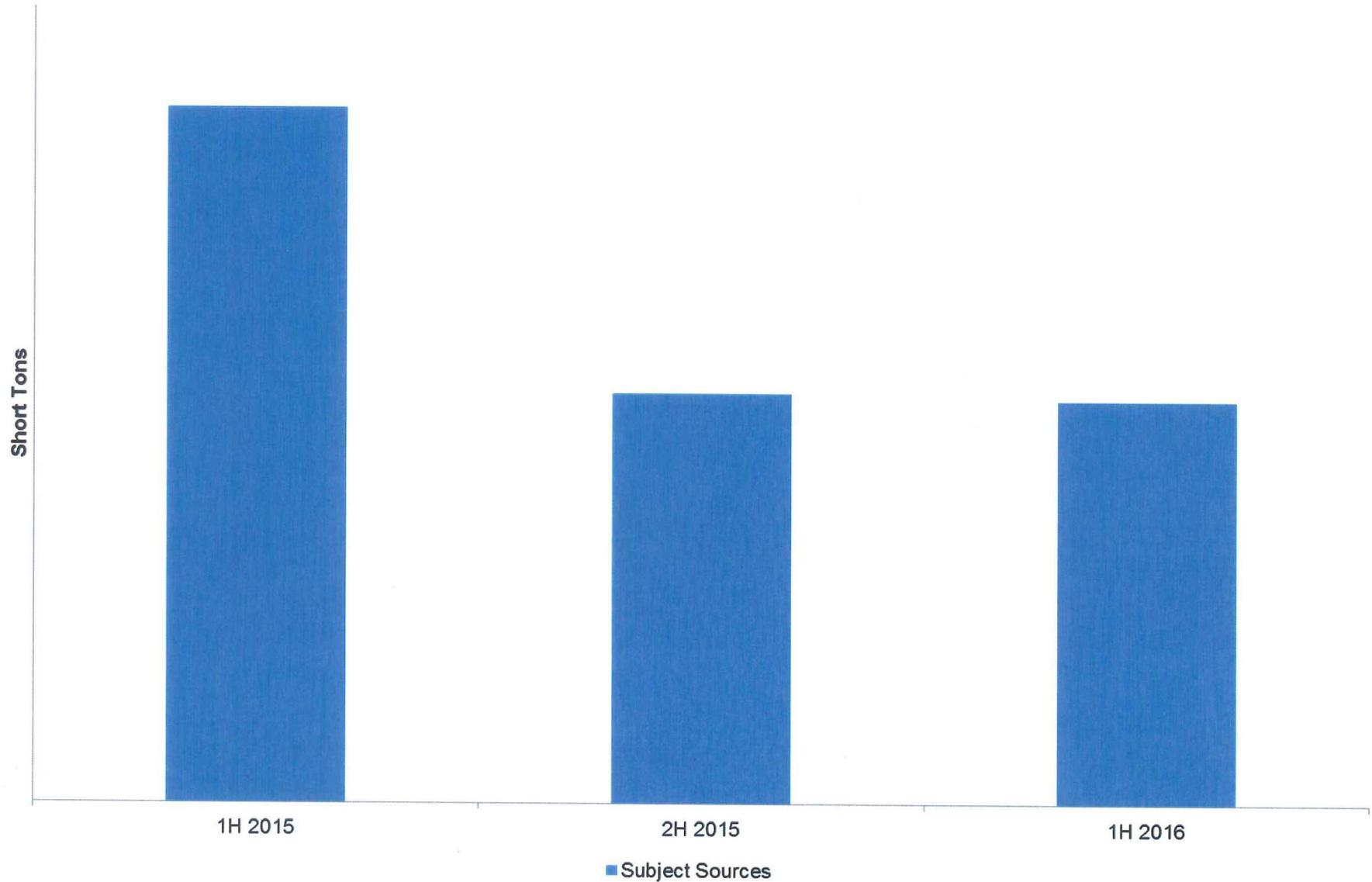
Washington, D.C.

Subject Import Volume Peaked In Early 2015 And Declined Well Before The Filing of the Petition



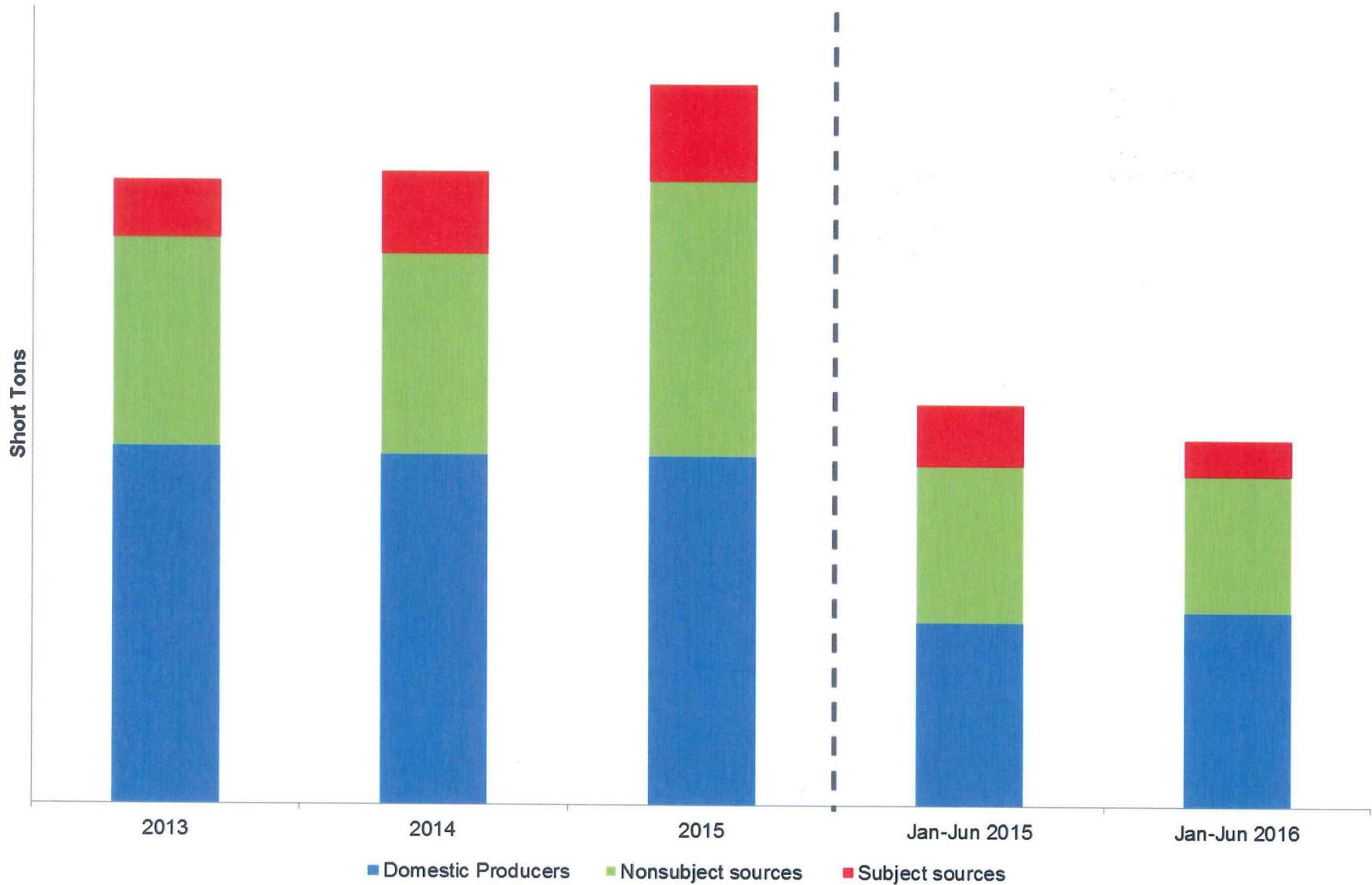
Source: SR at Table IV-9.

Substantially All Of The Decline In Subject Import Volume Occurred in Second-Half 2015, Not First-Half 2016



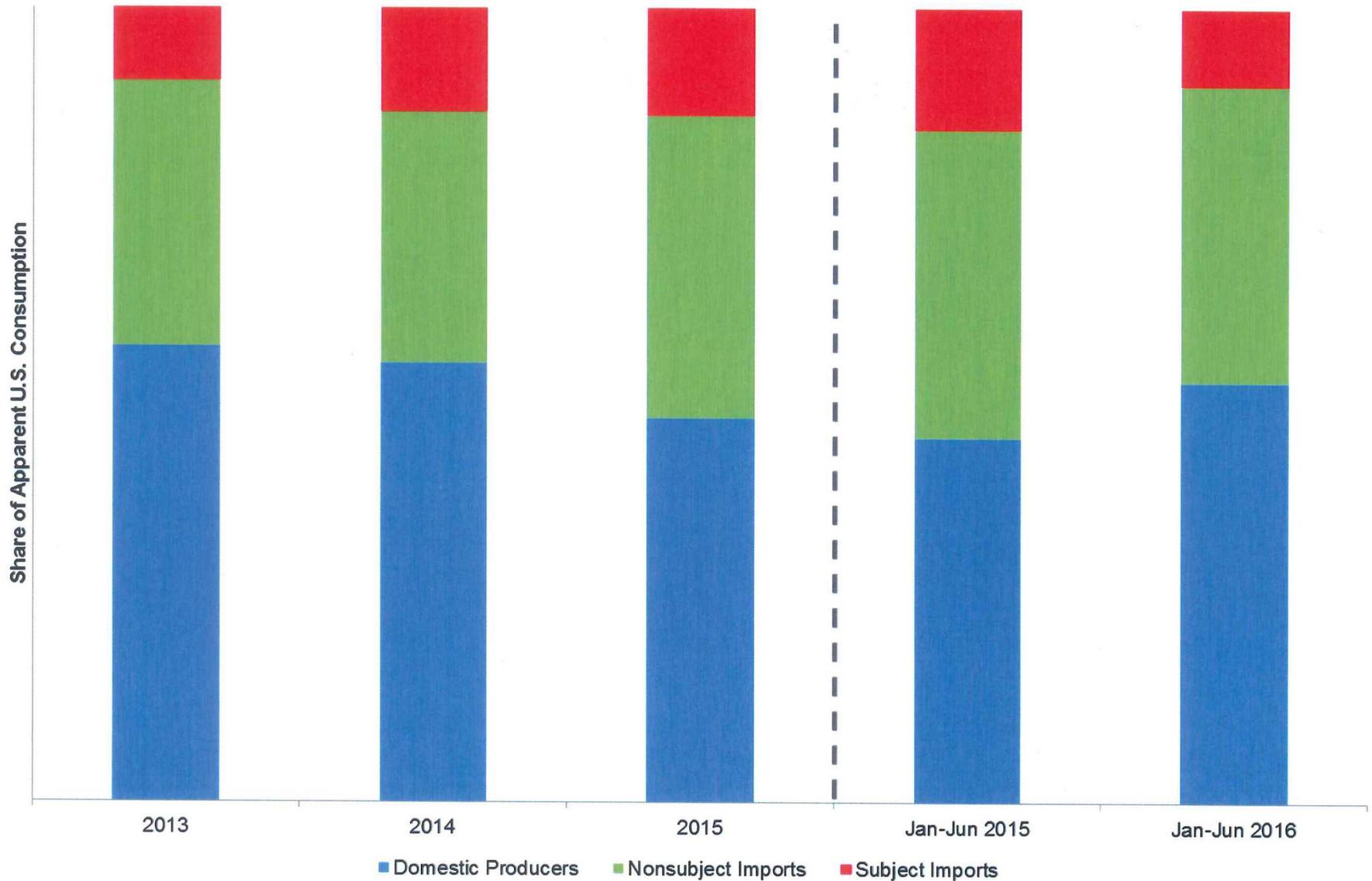
Source: SR at Table C-1.

Subject Imports Had A Relatively Small Presence in the U.S. Market Over the POI



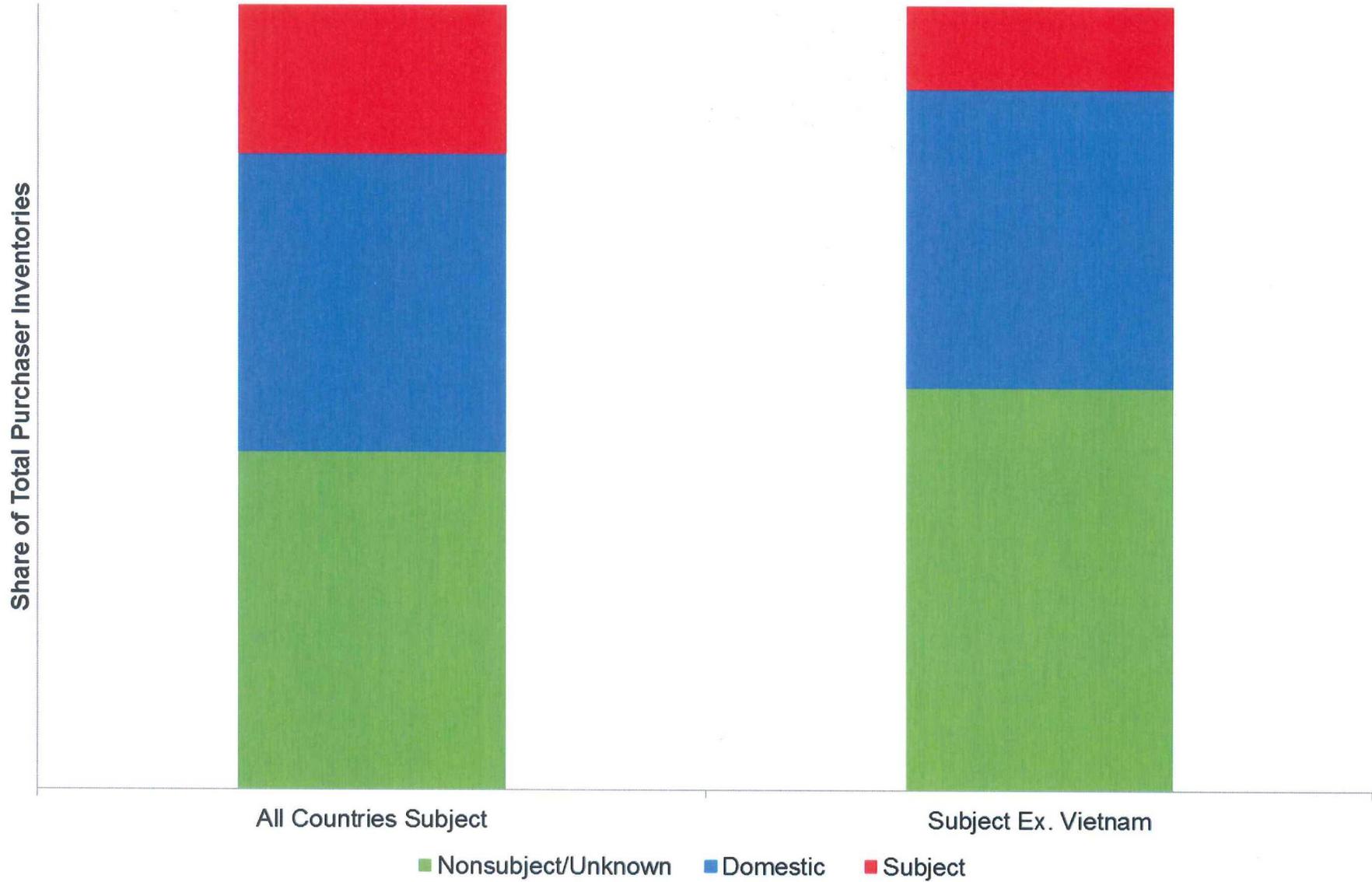
Source: SR at Table IV-10.

Shifts in Market Share Do Not Support Petitioners' Theory of the Case



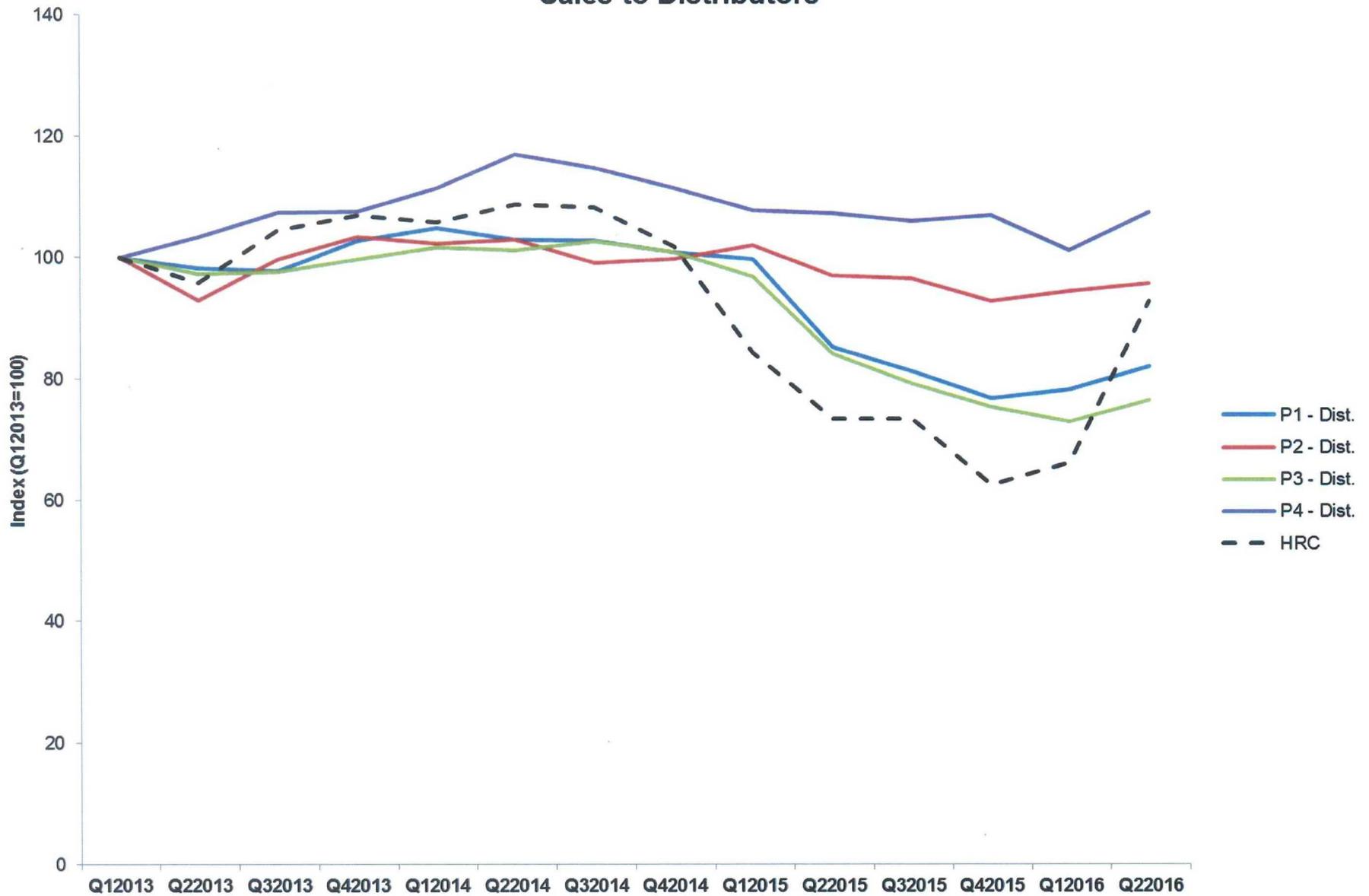
Source: SR at Table IV-10.

Subject Imports Accounted for Only a Small Minority of Purchasers' Inventories



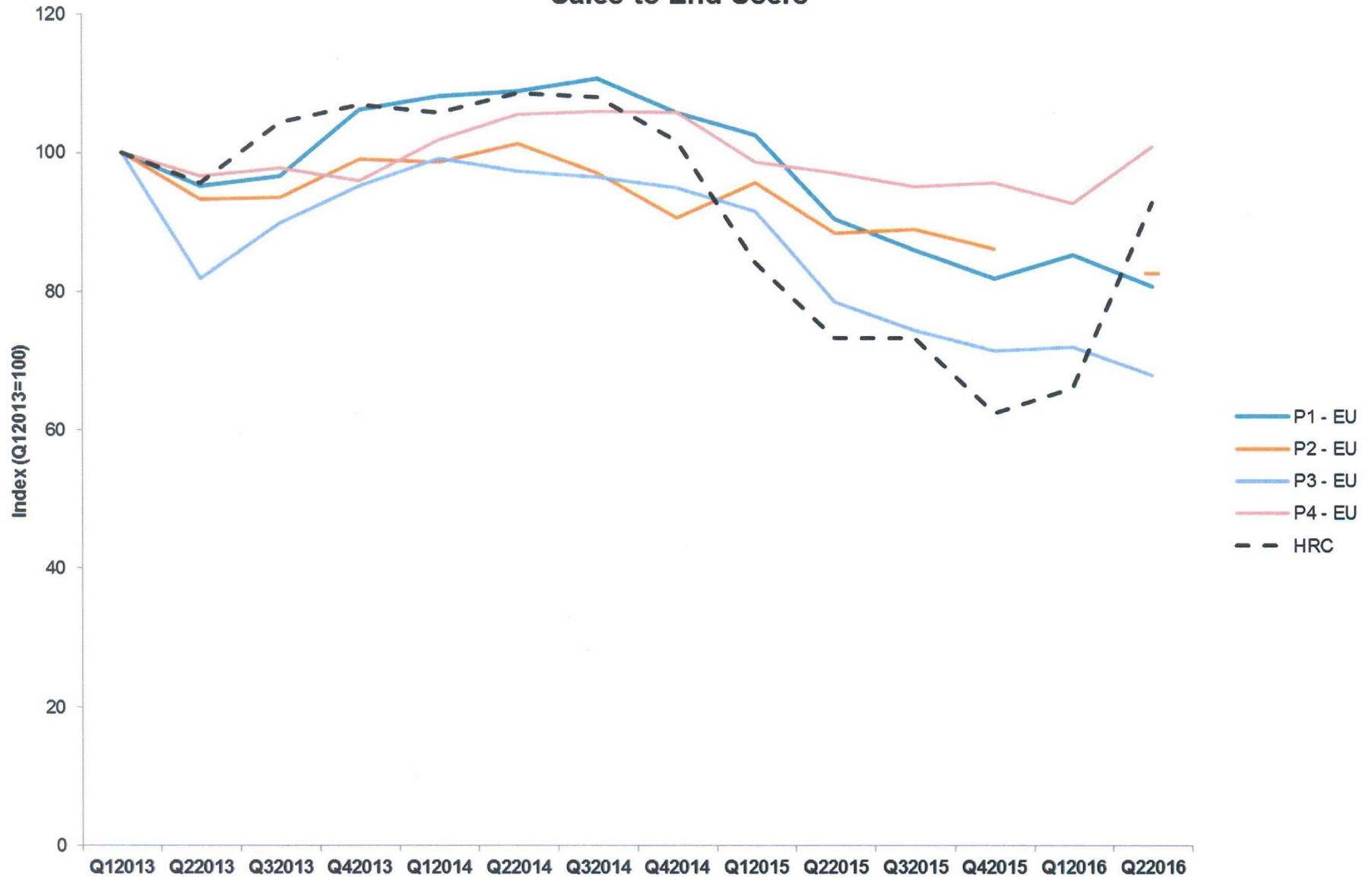
Source: SR at II-5 and II-6.

U.S. Producers' Prices Closely Track Prices for Hot-Rolled Coil Sales to Distributors



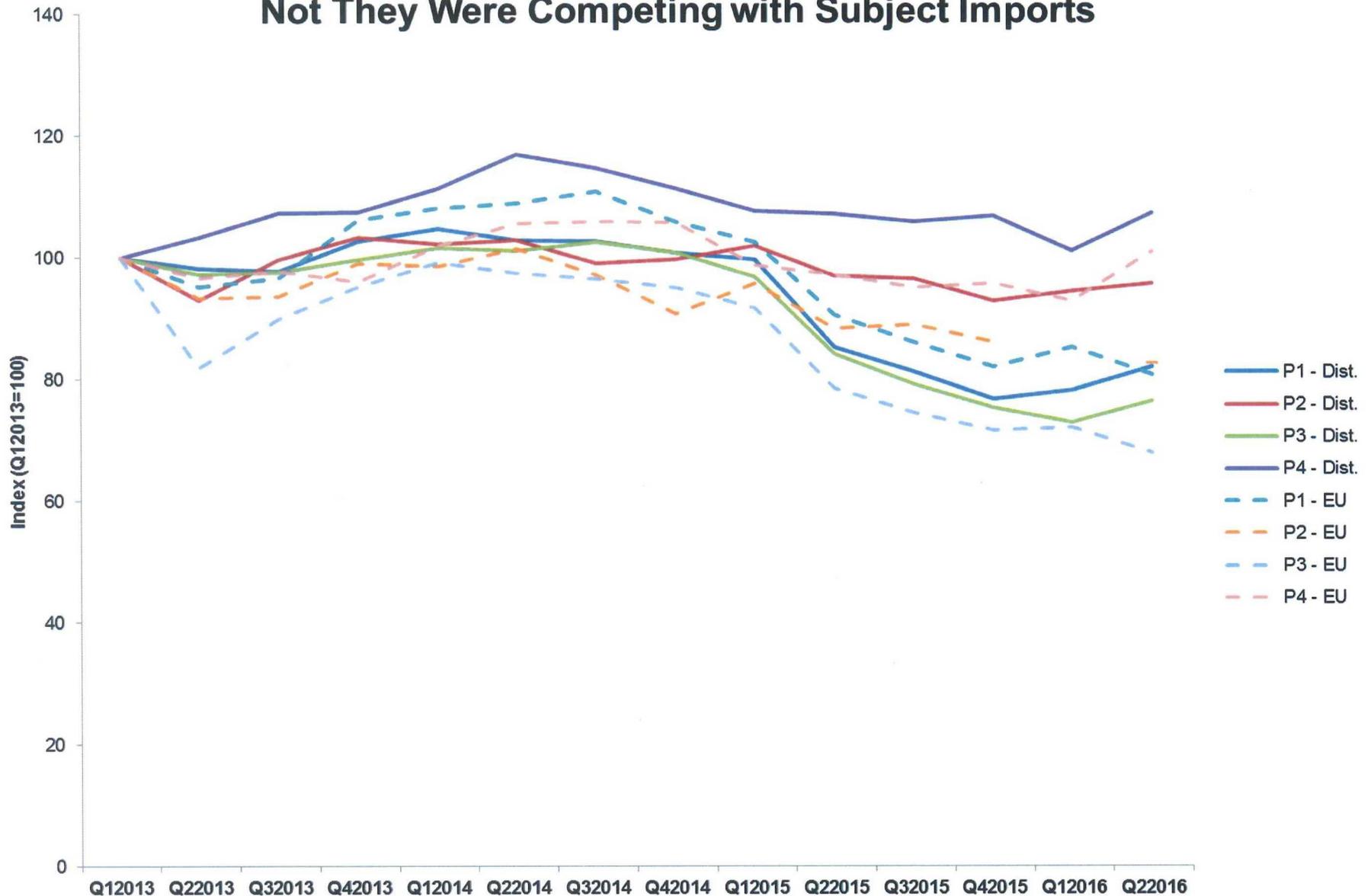
Sources: SR at Tables V-3 through V-6, SBB/Platts data for HRC, U.S. domestic EXW Indiana.

U.S. Producers' Prices Closely Track Prices for Hot-Rolled Coil Sales to End Users



Sources: SR at Tables V-3 through V-6, SBB/Platts data for HRC, U.S. domestic EXW Indiana. There appears to be a typo in the P2 Q12016 data point, so it has been removed.

U.S. Producers' Prices Followed the Same Trends, Whether or Not They Were Competing with Subject Imports

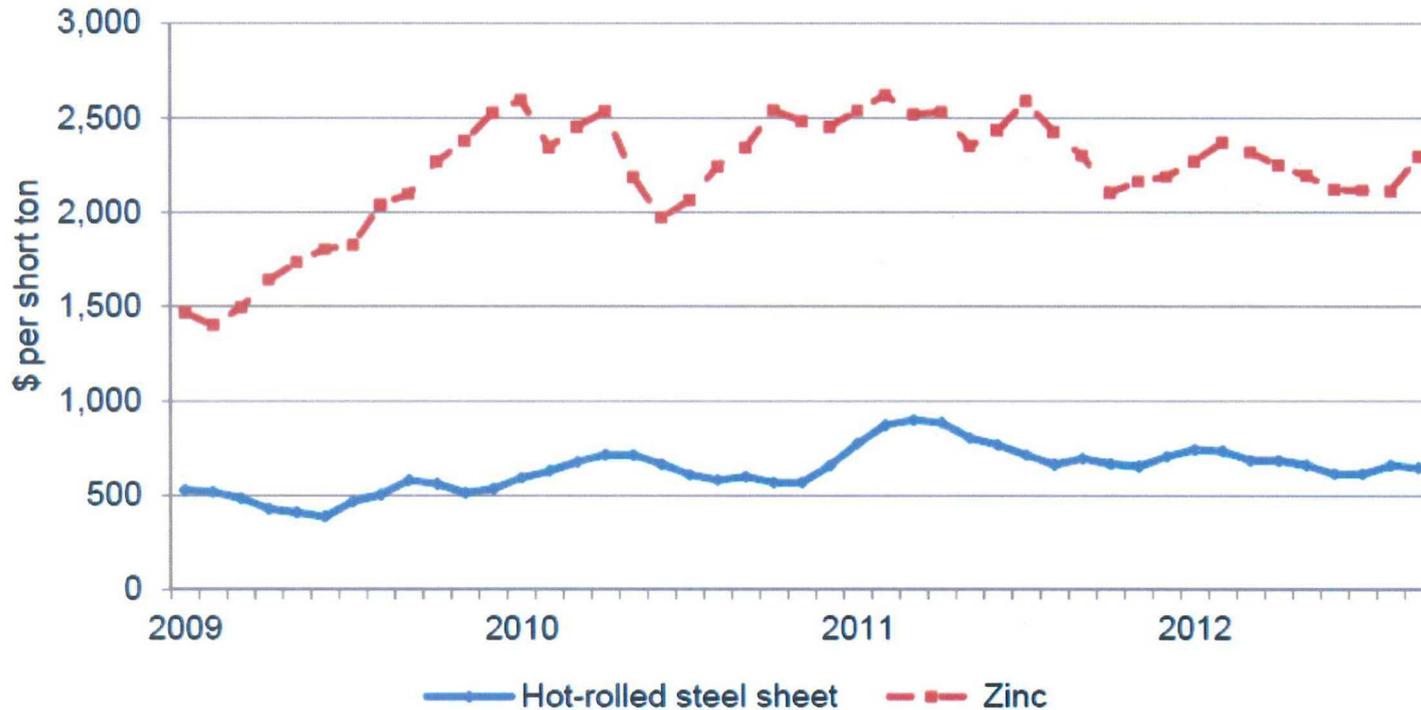


Sources: SR at Tables V-3 through V-6. There appears to be a typo in the P2 Q12016 EU data point, so it has been removed.

In the 2012 Investigation, CWP Prices Increased Because Hot-Rolled Prices Increased by 23%, and Zinc Prices Increased by 57%

Figure V-1

Hot-rolled steel sheet and zinc: Monthly average prices, January 2009-September 2012



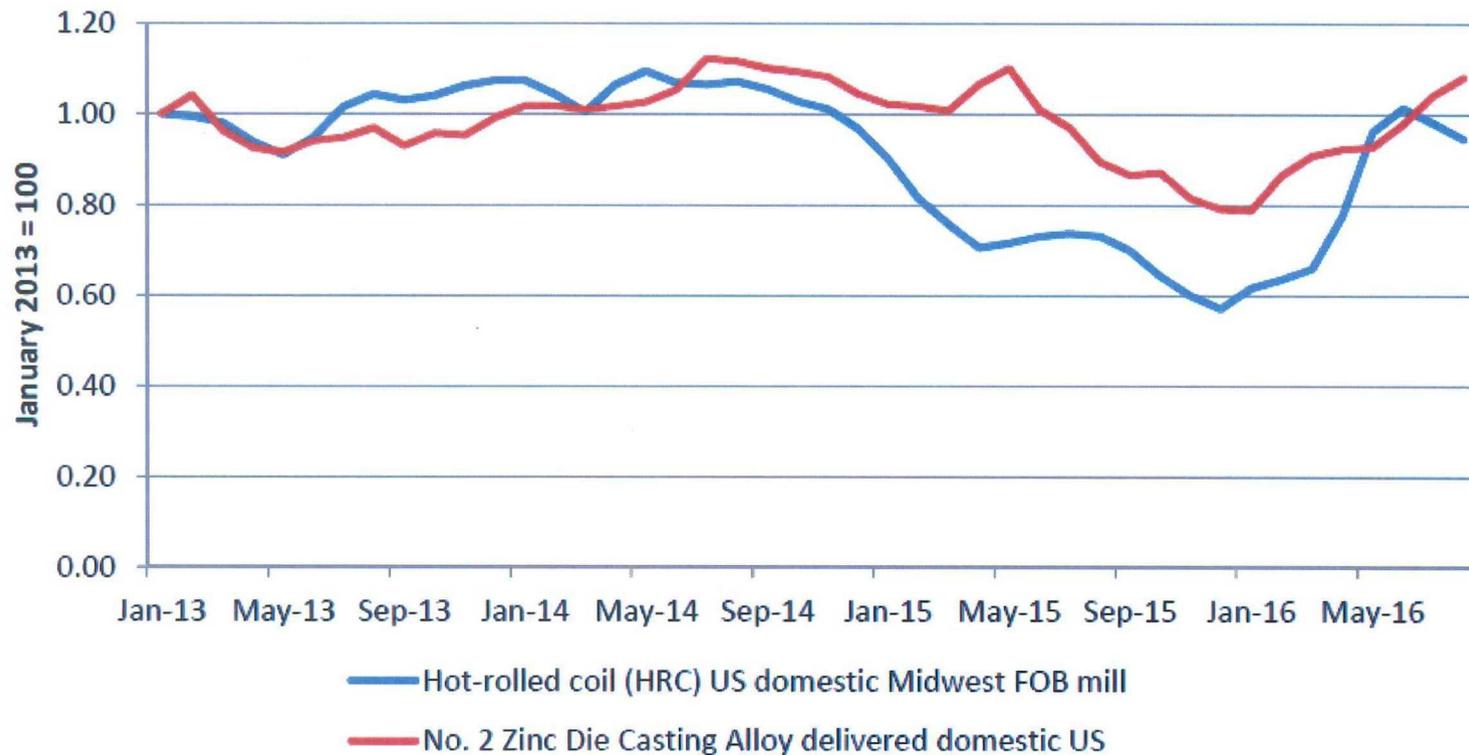
Source: American Metal Markets, October 2012.

CWP 2012 Publication, Page V-1

Between January 2013 and December 2015, Hot-Rolled Prices Decreased by Nearly 40%, and Zinc Prices Declined by Nearly 20%

Figure V-1

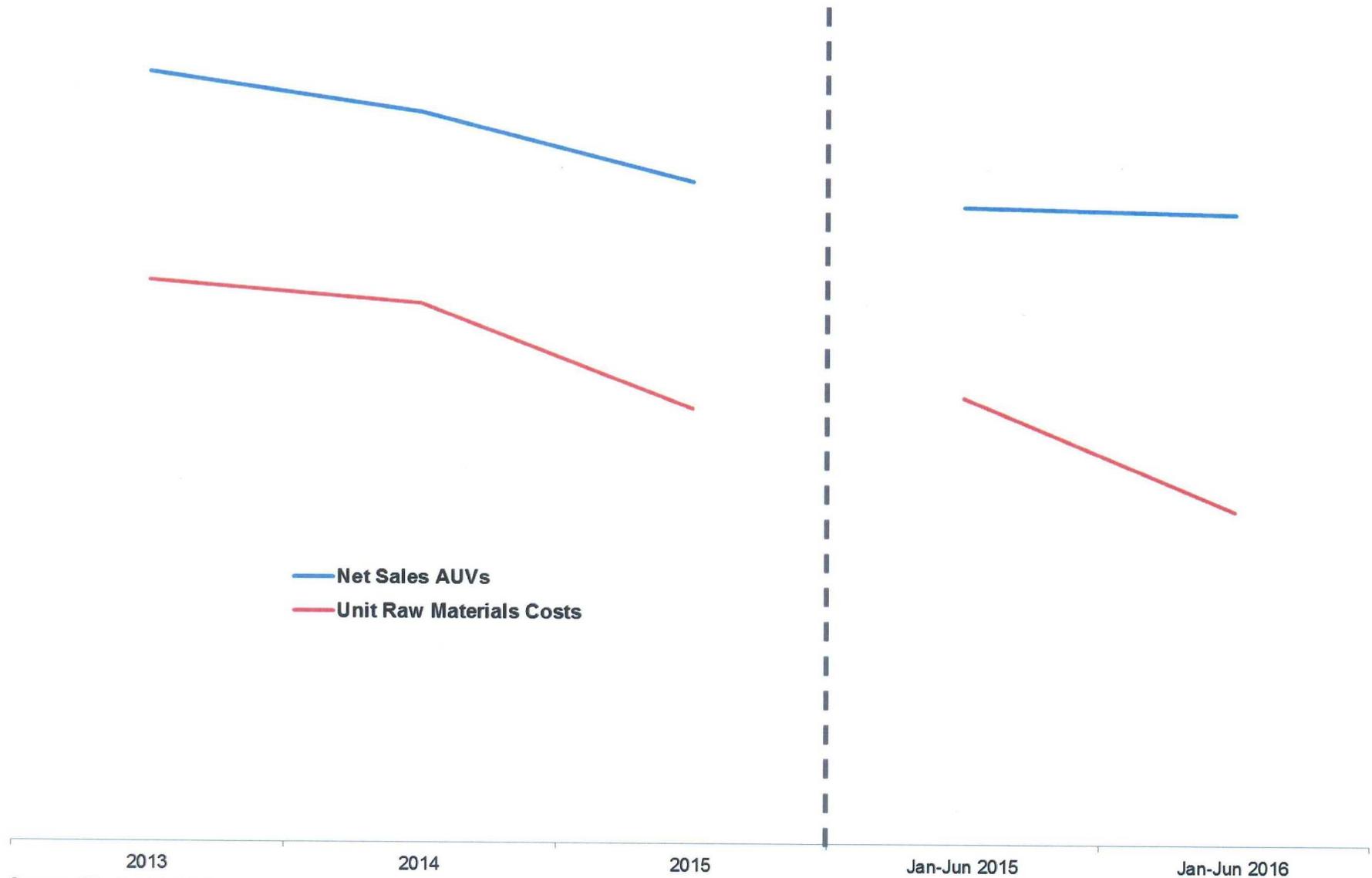
Raw material costs: U.S. price indexes of hot rolled steel and zinc, monthly, January 2013-June 2016



Source: American Metal Market, September 7, 2016.

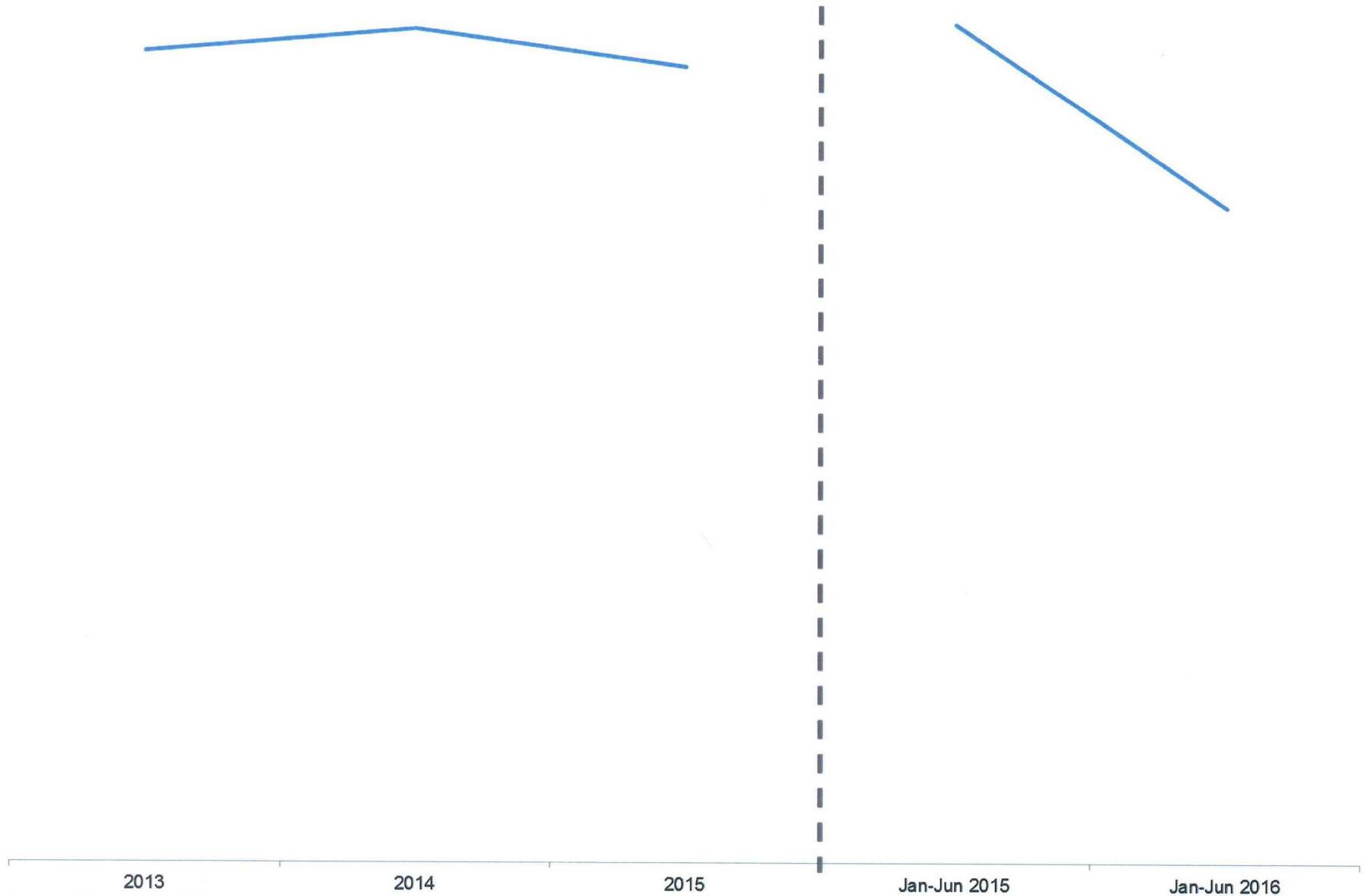
Prehearing Staff Report, Page V-1

U.S. Producers' Metal Margin Increased Over the POI



Source: SR at Table VI-1.

U.S. Producers' COGS/Sales Ratio Declined Over the POI

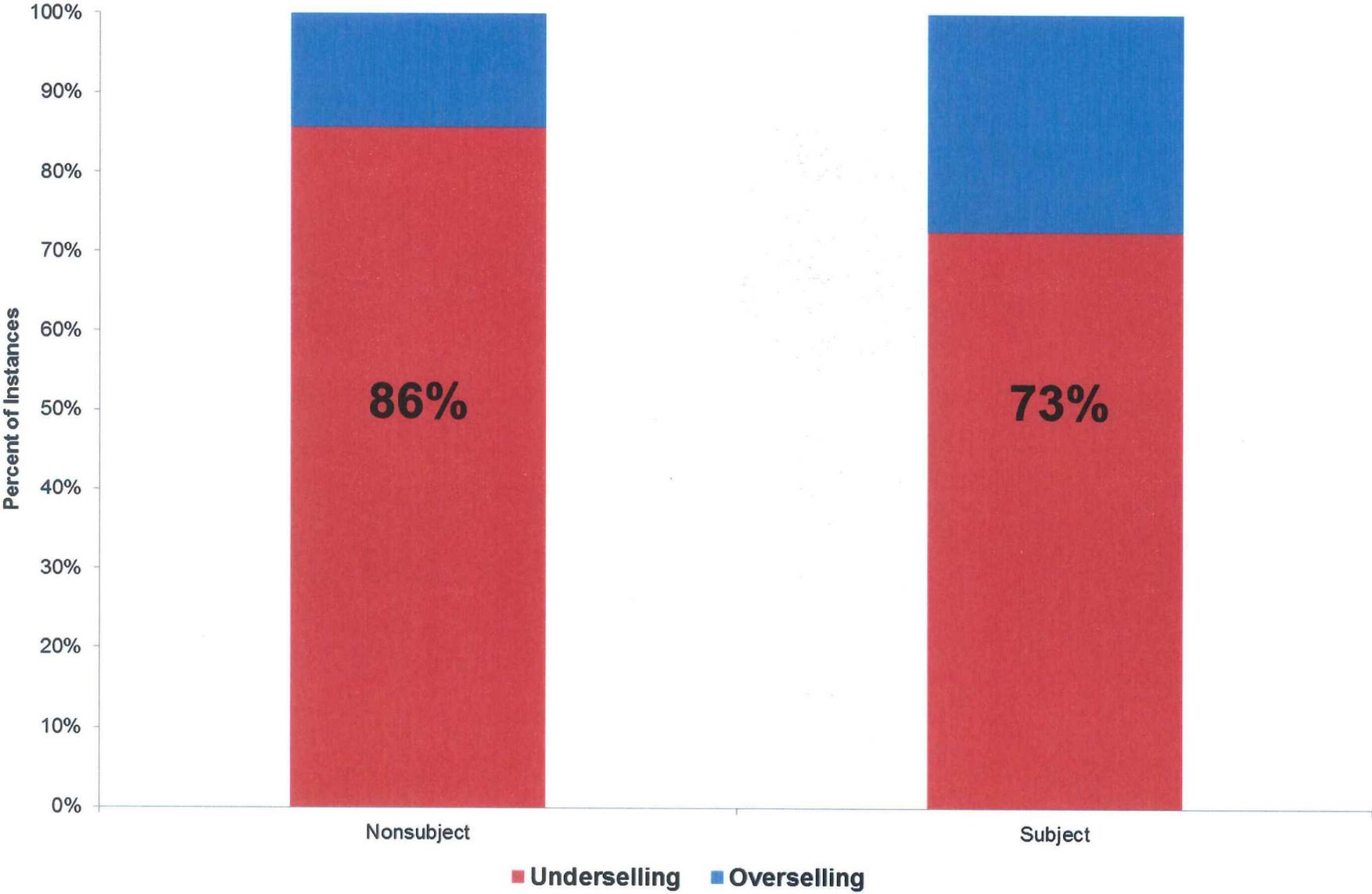


Source: SR at Table VI-1.

Purchasers reported that they are willing to pay **18 percent** more, on average, for domestic CWP than CWP imported from subject sources.

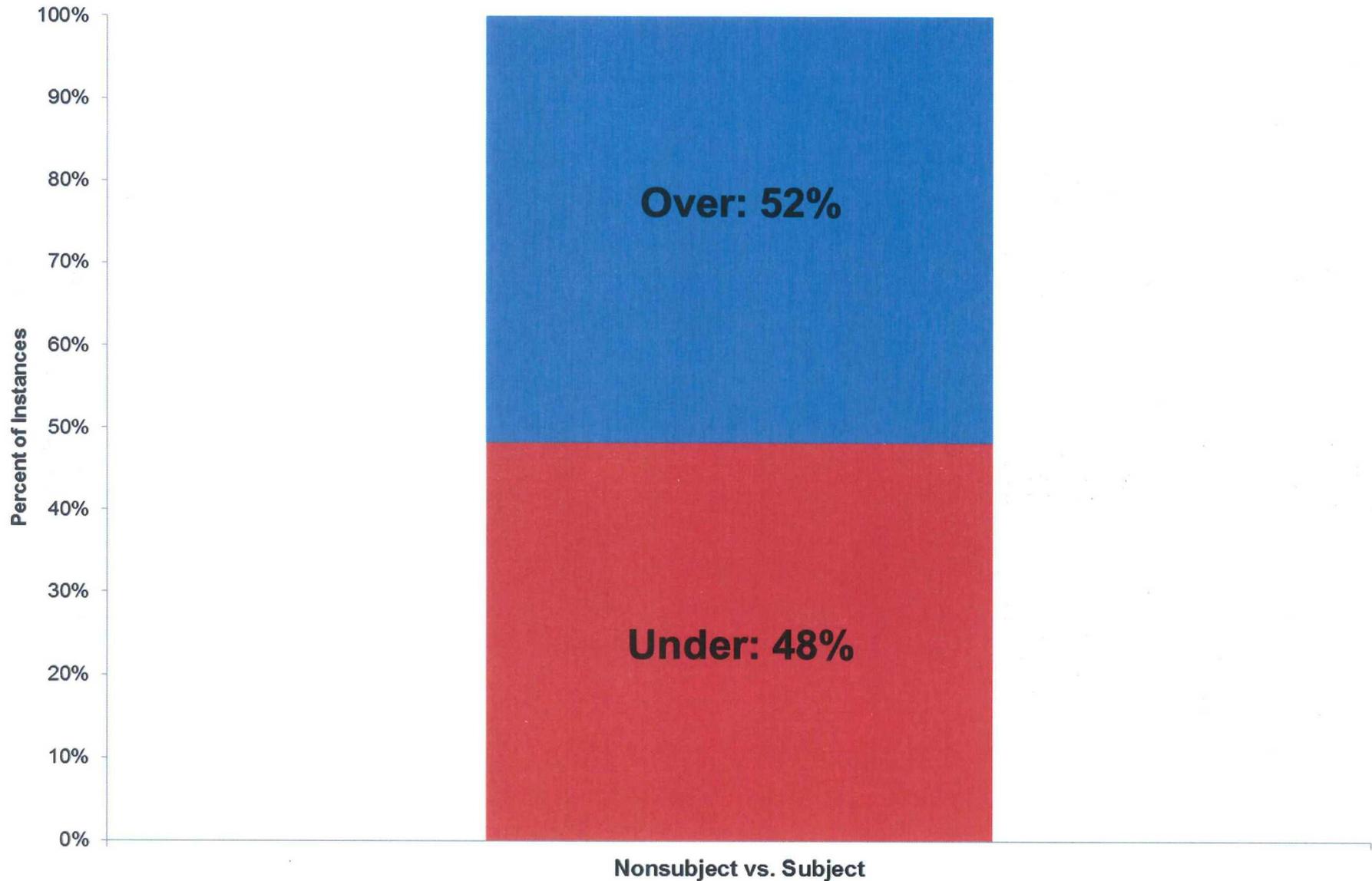
Sources: Purchasers' Questionnaires at IV-6; See also Exhibit 4 to UAE Respondents' Prehearing Brief and Exhibit 11 to IIL's Prehearing Brief.

Nonsubject Imports Undersold the Domestic Industry More Frequently than Subject Imports Did



Source: SR at Appendix E, Page V-26.

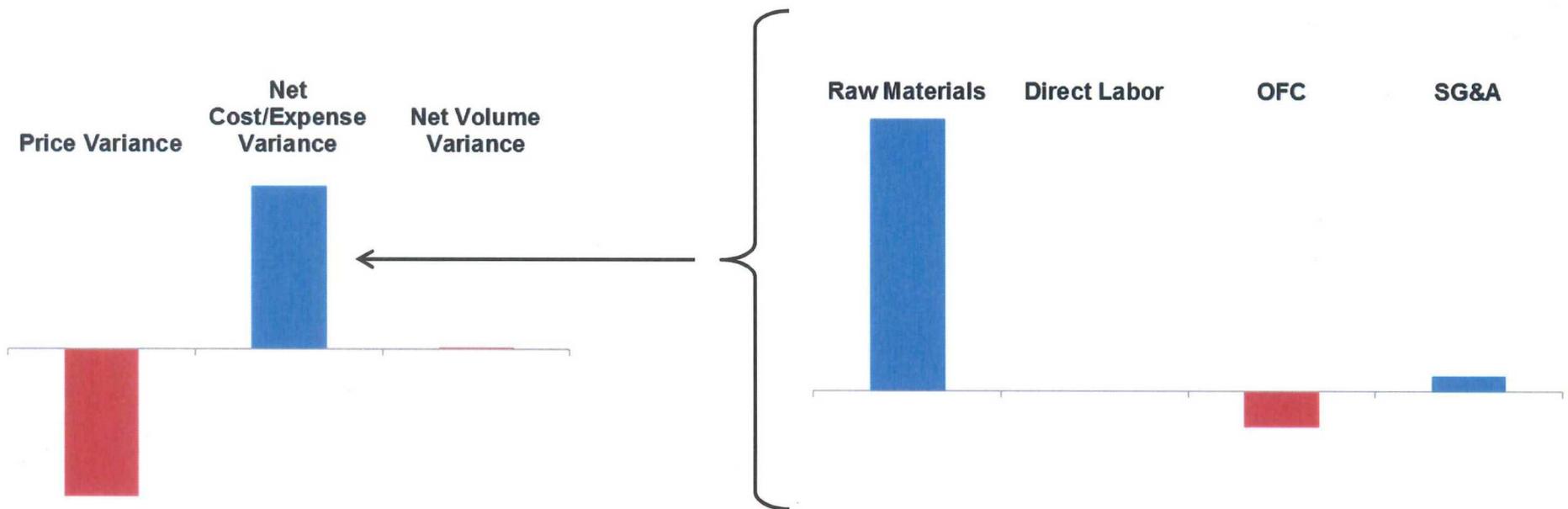
Nonsubject and Subject Imports Were Priced Similarly to Each Other, Which Casts Doubt on Petitioners' LS/LR Allegations



Source: SR at Appendix E.

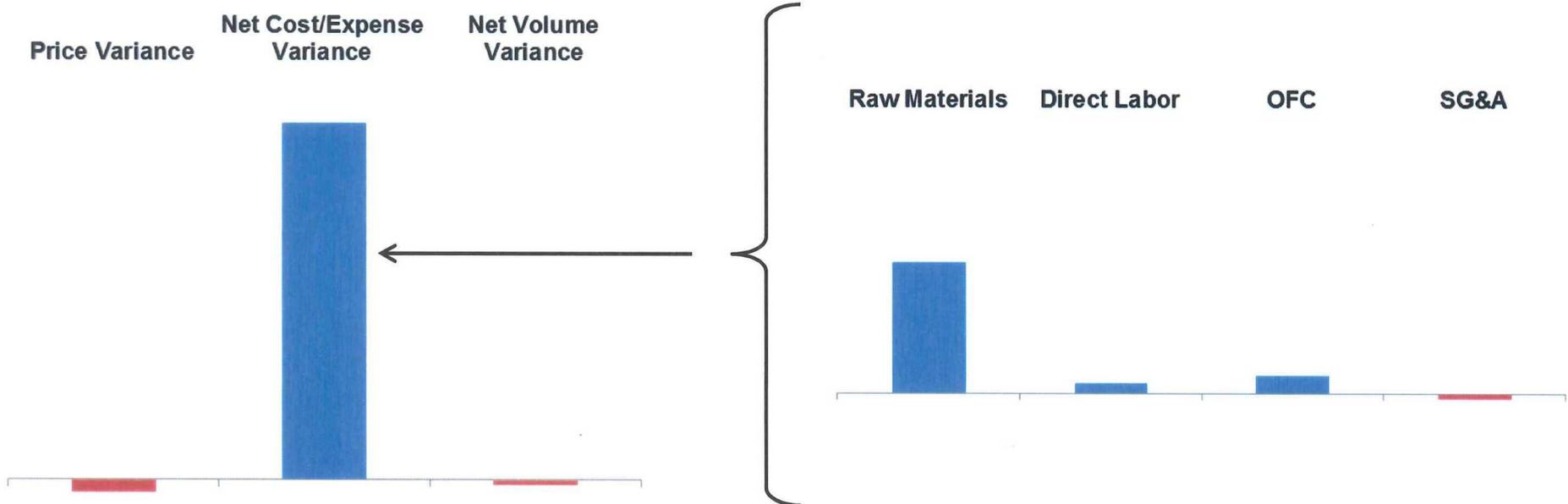
U.S. Producers' Improved Profitability is Driven by Declining Raw Materials Costs

Variance Analysis: 2013 - 2015



U.S. Producers' Improved Profitability is Driven by Declining Raw Materials Costs

Variance Analysis: Interim 2015 – Interim 2016



Source: SR at Table VI-1.