TESTIMONY OF RUSTY FISHER
WELSPUN TUBULAR

Good morning. My name is Rusty Fisher, and I am the Senior Vice President, Sales and Marketing for Welspun Global Trade, the marketing arm of Welspun Tubular LLC. Welspun is one of the largest producers of welded large diameter line pipe in the United States. Welspun’s manufacturing facility in Little Rock, Arkansas employs roughly 900 hard-working men and women.

I am here today because the antidumping duty order on Japanese line pipe remains very important to Welspun’s operations. As the Commission is aware from your recently completed investigation, large diameter line pipe is overwhelmingly purchased on the basis of price, and domestic product is easily substitutable with imported product, including Japanese imports. Welspun produces a wide range of the highest quality line pipe to API standards. Yet, if the price is low enough, U.S. purchasers will choose imports over domestic product almost every time. This is precisely what would happen in our market if the antidumping duty order on Japanese line pipe were revoked. Like they did before the order was imposed, Japanese imports would use dumped pricing to win large jobs at the direct expense of the domestic industry, including Welspun.

These losses would come just when domestic line pipe producers are finally beginning to recover from the injury we suffered in recent years from large diameter welded pipe imports from six countries. Since duties were imposed on these dumped...
and subsidized imports recently, the domestic industry is finally on the verge of recovery. Last summer, Welspun was able to increase to three shifts on its ERW mill, and we increased employment in the first quarter of 2019 by about 150 jobs compared to the first quarter of 2018. Our production and shipments also increased substantially this year.

However, Welspun still has far to go to fully recover, and even these recent improvements are precarious. An upturn is on the horizon for the domestic industry, but we remain highly vulnerable to injury if the Japan order is revoked. Revocation of the order on Japan would very likely cause a surge of unfairly priced Japanese imports. In fact, Japanese producers have shown their continued interest in the U.S. market, through their large shipments of pipe that are excluded from the order, and their requests for exclusion for line pipe imports from the Section 232 tariffs. Japanese imports would take our sales and depress pricing in the U.S. market. This would result in reduced production, employment, revenues, capital expenditures and investments for Welspun. The domestic industry as a whole would lose significant market share. We would likely have to work reduced shifts once again, and maybe even experience mill shutdowns.

Not only would Welspun feel this pain, so would those around us. Welspun is heavily invested in the Little Rock community. Welspun is one of the largest employers in the city of Little Rock. It has been said that one job at Welspun creates
another 2 – 3 jobs in Little Rock with vendors and suppliers to our facility. So, when
we hurt, so does our community and region.

In short, the Japan order is critically important to our industry. We ask that
the Commission make an affirmative finding in this sunset review, and keep the
antidumping duty order on Japanese line pipe in place. Thank you.