

U.S. PRODUCER'S QUESTIONNAIRE

**CERTAIN PIPE AND TUBE FROM ARGENTINA, BRAZIL, INDIA,
KOREA, MEXICO, TAIWAN, THAILAND, AND TURKEY**

>> STANDARD AND STRUCTURAL PIPE AND TUBE <<

Return completed questionnaire by March 8, 2006 to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Attn: Russell Duncan, Room 615-U
500 E Street, SW, Washington, DC 20436

Or electronically to: russell.duncan@usitc.gov

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey (inv. Nos. 701-TA-253 and 731-TA-132, 252, 271, 273, 532-534, and 536 (Second Reviews)). 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced standard and structural pipe or tube (as defined in the instruction booklet) at any time since January 1, 1999?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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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 signing 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 reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 reviews 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.

Name and Title of Authorized Official

Date

Signature

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Phone

()

Fax

PART I.--GENERAL QUESTIONS

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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose continuation of the countervailing duty order or the antidumping duty orders currently in place for standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey? Please indicate your position per order.

- | | | | |
|----------------------------------|---------------------------------|---|---------------------------------------|
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Brazil (731-TA-532) – AD |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | India (731-TA-271) – AD |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Korea (731-TA-533) – AD |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Mexico (731-TA-534) – AD |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Taiwan (731-TA-132) – AD ¹ |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Taiwan (731-TA-536) – AD ² |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Thailand (731-TA-252) – AD |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Turkey (701-TA-253) – CVD |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | Turkey (731-TA-273) – AD |

¹ This order concerns only small diameter standard and structural pipe and tube.

² This order encompasses standard and structural pipe and tube up to 16" in diameter.

PART I.--GENERAL QUESTIONS--Continued

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing standard and structural pipe and tube from countries other than Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey into the United States or which are engaged in exporting standard and structural pipe and tube from countries other than Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey to the United States?

No Yes--List the following information

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

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of standard and structural pipe and tube?

No Yes--List the following information

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

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for standard and structural pipe and tube?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727, russell.duncan@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; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of standard and structural pipe and tube since 1999?

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of standard and structural pipe and tube in the future?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. *Include in your response a specific projection of your firm's capacity to produce standard and structural pipe and tube (in 1,000 short tons) for 2006 and 2007.*

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of standard and structural pipe and tube in the future if the orders on standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey were to be revoked?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm since 1999 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of standard and structural pipe and tube and/or using the same production and related workers employed to produce standard and structural pipe and tube?

- No
- Yes--List the following information and report your firm's combined production capacity and production of these products and standard and structural pipe and tube in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

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

Question II-5.--*continued*

Item	Quantity (in 1,000 short tons)						
	1999	2000	2001	2002	2003	2004	2005
Combined average production capacity ¹							
Production of:							
LWR pipe and tube							
Standard and structural pipe and tube (>16" O.D.)							
Standard and structural pipe and tube (≤16" & ≥ 4½" O.D.) ²							
Standard and structural pipe and tube (<4½" O.D.) ²							
Line pipe (single stencil)							
Line pipe (multiple stencil)							
Oil country tubular goods							
Other							
Total production							
¹ Report the aggregate average production capacity for all the types of pipe products listed below. These quantities should be greater than or equal to the average production capacity quantities reported in question II-8. ² The sum of the quantities reported in these two line items should match the production quantities reported in question II-8.							

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-7. Is your firm able to switch production between standard and structural pipe and tube and other products in response to a relative change in the price of standard and structural pipe and tube vis-à-vis the price of other products, using the same equipment and labor?

- No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from standard and structural pipe and tube.

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

II-8. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of standard and structural pipe and tube in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
Average production capacity ¹ (quantity)							
Beginning-of-period inventories (quantity)							
Production (quantity)							
U.S. shipments:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
Internal consumption:							
Quantity of internal consumption							
Value ² of internal consumption							
Transfers to related firms:							
Quantity of transfers							
Value ² of transfers							
Export shipments:³							
Quantity of exports							
Value of exports							
End-of-period inventories ⁴ (quantity)							
Channels of distribution:							
U.S. shipments to distributors (quantity)							
U.S. shipments to end users (quantity)							
Employment data:							
Average number of PRWs (number)							
Hours worked by PRWs (1,000 hours)							
Wages paid to PRWs (value)							
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>							
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2005 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 II.--TRADE AND RELATED INFORMATION--*Continued*

II-9. If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-10. Other than direct imports, has your firm otherwise purchased standard and structural pipe and tube since January 1, 1999? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.

(Quantity in 1,000 short tons, value in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
Purchases from U.S. importers of product from-- ¹							
Brazil:							
Quantity							
Value							
India:							
Quantity							
Value							
Korea:							
Quantity							
Value							
Mexico:							
Quantity							
Value							
Taiwan:							
Quantity							
Value							
Thailand:							
Quantity							
Value							
Turkey:							
Quantity							
Value							
All other countries:							
Quantity							
Value							
Purchases from domestic producers: ²							
Quantity							
Value							
Purchases from other sources: ²							
Quantity							
Value							
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>							
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>							

PART II--TRADE AND RELATED INFORMATION--Continued

II-11. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of standard and structural pipe and tube?

No Yes--Name firm(s): _____

II-12. Does your firm produce standard and structural pipe and tube in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-13. Since January 1, 1999, has your firm imported standard and structural pipe and tube?

No Yes-- **COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-14. Describe the significance of the existing countervailing duty order and antidumping duty orders covering imports of standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders. *Please indicate if your response differs per individual order.*

II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of standard and structural pipe and tube in the future if the countervailing duty order and the antidumping duty orders on standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey were to be revoked? *Please indicate if your response differs per individual order.*

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Mary Klir (202-205-3247 or mary.klir@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes standard and structural pipe and tube, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

PART III.--FINANCIAL INFORMATION--Continued

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced standard and structural pipe and tube, and provide the share of net sales accounted for by these other products in your most recent fiscal year. *Please include all products identified in question II-5 of this questionnaire.*

<u>Products</u>	<u>Share of sales</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of standard and structural pipe and tube from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-7. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

No Yes--Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of standard and structural pipe and tube. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related party</u>	<u>Transfer price basis</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on standard and structural pipe and tube.--Report the revenue and related cost information requested below on the standard and structural pipe and tube operations of your U.S. establishment(s).¹ **Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.** Provide data for your seven most recently completed fiscal years in chronological order from left to right periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Mary Klir at (202) 205-3247 before completing this section of the questionnaire.

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	_____	_____	_____	_____	_____	_____	_____
Net sales quantities:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
Net sales values:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
Cost of goods sold (including internal consumption and transfers to related firms):							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
Gross profit or (loss)							
Other income and expenses:							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received ³							
All other income items							
Net income or (loss) before income taxes							
Depreciation/amortization included above							
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.							

PART III.--FINANCIAL INFORMATION--Continued

III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of standard and structural pipe and tube. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your seven most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)							
Item	_____	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:							
1. Current assets:							
A. Cash and equivalents							
B. Accounts receivable, net							
C. Inventories (finished goods)							
D. Inventories (raw materials and work in process)							
E. Other (describe: _____)							
F. Total current assets (lines 1.A. through 1.E.)							
2. Property, plant, and equipment							
A. Original cost of property, plant, and equipment							
B. Less: Accumulated depreciation							
C. Equals: Book value of property, plant, and equipment							
3. Other (describe: _____)							
4. Other (describe: _____)							
5. Total assets (lines 1.F., 2.C., 3 and 4)							

III-11. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on standard and structural pipe and tube. Provide data for your seven most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)							
Item	_____	_____	_____	_____	_____	_____	_____
Capital expenditures							
Research and development expenditures							

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248, clark.workman@usitc.gov)

IV-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 on your firm's U.S. shipments of the following products during 1999-2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.–Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, 1 inch nominal pipe size (“NPS”).

Product 2.–Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, 2 inches NPS.

Product 3.–Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, with NPS of 2-4 inches inclusive.

Product 4.–Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, galvanized, plain-end, with NPS of 2-4 inches inclusive.

Product 5.–Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, with NPS of 6-8 inches inclusive.

Product 6.–Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, 10 inches NPS.

Product 7.–Galvanized fence tube, with outside diameter of 1 3/8 - 2 3/8 inches inclusive, and wall thickness of 0.055-0.075 inch.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-2a. Report the quarterly price data¹ for pricing products² below.

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
1999				
January-March				
April-June				
July-September				
October-December				
2000				
January-March				
April-June				
July-September				
October-December				
2001				
January-March				
April-June				
July-September				
October-December				
2002				
January-March				
April-June				
July-September				
October-December				
2003				
January-March				
April-June				
July-September				
October-December				
2004				
January-March				
April-June				
July-September				
October-December				
2005				
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 section IV.

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: _____

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-2b. Report the quarterly price data¹ for pricing products² below.

(Quantity in short tons, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
1999				
January-March				
April-June				
July-September				
October-December				
2000				
January-March				
April-June				
July-September				
October-December				
2001				
January-March				
April-June				
July-September				
October-December				
2002				
January-March				
April-June				
July-September				
October-December				
2003				
January-March				
April-June				
July-September				
October-December				
2004				
January-March				
April-June				
July-September				
October-December				
2005				
January-March				
April-June				
July-September				
October-December				
<p>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.</p> <p>² Pricing product definitions are provided on the first page of section IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 3: _____</p> <p>Product 4: _____</p>				

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-2c. Report the quarterly price data¹ for pricing products² below.

(Quantity in short tons, value in dollars)				
Period of shipment	Product 5		Product 6	
	Quantity	Value	Quantity	Value
1999				
January-March				
April-June				
July-September				
October-December				
2000				
January-March				
April-June				
July-September				
October-December				
2001				
January-March				
April-June				
July-September				
October-December				
2002				
January-March				
April-June				
July-September				
October-December				
2003				
January-March				
April-June				
July-September				
October-December				
2004				
January-March				
April-June				
July-September				
October-December				
2005				
January-March				
April-June				
July-September				
October-December				
<p>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.</p> <p>² Pricing product definitions are provided on the first page of section IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 5: _____</p> <p>Product 6: _____</p>				

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-2d. Report the quarterly price data¹ for pricing products² below.

(Quantity in short tons, value in dollars)		
Period of shipment	Product 7	
	Quantity	Value
1999		
January-March		
April-June		
July-September		
October-December		
2000		
January-March		
April-June		
July-September		
October-December		
2001		
January-March		
April-June		
July-September		
October-December		
2002		
January-March		
April-June		
July-September		
October-December		
2003		
January-March		
April-June		
July-September		
October-December		
2004		
January-March		
April-June		
July-September		
October-December		
2005		
January-March		
April-June		
July-September		
October-December		
<p>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.</p> <p>² Pricing product definitions are provided on the first page of section IV.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>Product 7:</p>		

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-3. Please describe how your firm determines the prices that it charges for sales of standard and structural pipe and tube (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.

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

IV-5. What are your firm's typical sales terms for its U.S.-produced standard and structural pipe and tube (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic standard and structural pipe and tube usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

IV-6. Approximately what share of your firm's sales of its U.S.-produced standard and structural pipe and tube in 2005 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-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? _____

IV-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? _____

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced standard and structural pipe and tube?

<u>Source</u>	<u>Share of sales,</u> <u>2005</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

- IV-10. (a) What is the approximate percentage of the total delivered cost of standard and structural pipe and tube 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 IV.--PRICING AND MARKET FACTORS--Continued

IV-11. What is the geographic market area in the United States served by your firm's standard and structural pipe and tube? (check all the apply)

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

IV-12. Describe the end uses of the standard and structural pipe and tube that you manufacture. For each end-use product, what percentage of the total cost is accounted for by standard and structural pipe and tube?

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

IV-13. Have there been any changes in the end uses of standard and structural pipe and tube since 1999?

- No Yes--Please describe.

IV-14. Do you anticipate any changes in terms of the end uses of standard and structural pipe and tube in the future?

- No Yes-- Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-15. (a) Please list in order of importance any products that may be substituted for standard and structural pipe and tube.

(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 standard and structural pipe and tube?

No Yes-- To what degree do changes in their prices affect the price for standard and structural pipe and tube? 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 standard and structural pipe and tube or final end use?

IV-16. Have there been any changes in the number or types of products that can be substituted for standard and structural pipe and tube since 1999?

No Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-17. Do you anticipate any changes in terms of the substitutability of other products for standard and structural pipe and tube in the future?

- No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for standard and structural pipe and tube during 1999-2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-19. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced standard and structural pipe and tube in the U.S. market since 1999?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-20. (a) Do you anticipate any changes in terms of the availability of U.S.-produced standard and structural pipe and tube in the U.S. market in the future?

Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-21. Has the availability of **nonsubject** imported standard and structural pipe and tube changed since 1999 (*i.e.* imports from sources other than Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey)?

No Yes--Please explain.

IV-22. Describe how easily your firm can shift its sales of standard and structural pipe and tube between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting standard and structural pipe and tube between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of standard and structural pipe and tube since 1999?

No Yes-- Please describe and quantify if possible.

IV-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of standard and structural pipe and tube in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes-- Please describe and quantify if possible.

IV-25. How has demand for standard and structural pipe and tube changed since 1999:

(a) within the United States?

Increased Unchanged Decreased
 Other (describe: _____)

What were the principal factors affecting changes in demand?

(b) outside the United States?

Increased Unchanged Decreased
 Other (describe: _____)

What were the principal factors affecting changes in demand?

PART IV.--PRICING AND MARKET FACTORS--Continued

IV-26. Do you anticipate any future changes in standard and structural pipe and tube demand in the United States and, if known, the rest of the world?

- No Yes—Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-27. Please compare market prices of standard and structural pipe and tube in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss standard and structural pipe and tube supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

IV-29. Are your exports of standard and structural pipe and tube subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes—Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

IV-30. Does your firm sell standard and structural pipe and tube over the internet?

- No Yes—Please describe, noting the estimated percentage of your firm's total sales of Standard and structural pipe and tube in 2005 accounted for by internet sales.
