

**PRODUCERS' QUESTIONNAIRE**

**OIL COUNTRY TUBULAR GOODS FROM  
ARGENTINA, ITALY, JAPAN, KOREA, AND MEXICO**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615-B  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than February 9, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of antidumping duty orders on oil country tubular goods from Argentina, Italy, Japan, Korea, and Mexico (inv. 731-TA-711 and 713-716 (Second Review)). 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 produced oil country tubular goods (OCTG) (as defined in the instruction booklet) since January 1, 2001?

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these reviews in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges 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 of Authorized Official

( ) \_\_\_\_\_  
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.

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I-3. Do you support or oppose continuation of any or all of the antidumping duty orders currently in place for OCTG from Argentina, Italy, Japan, Korea, and Mexico? Please explain.

- Argentina (OCTG other than drill pipe):  Support  Oppose  Take no position
- Italy (OCTG other than drill pipe):  Support  Oppose  Take no position
- Japan (OCTG other than drill pipe):  Support  Oppose  Take no position
- Korea (OCTG other than drill pipe):  Support  Oppose  Take no position
- Mexico (OCTG other than drill pipe):  Support  Oppose  Take no position
- Japan (drill pipe):  Support  Oppose  Take no position

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**PART I.--GENERAL QUESTIONS--Continued**

I-4. 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>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in either importing into the United States or exporting to the United States OCTG from Argentina, Italy, Japan, Korea, or Mexico?

No  Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing into the United States or exporting to the United States OCTG from Argentina, Italy, Japan, Korea, or Mexico?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Products</u>
_____	_____	_____	_____
_____	_____	_____	_____

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

No  Yes--List the following information.

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

I-8. In Parts II, III, and IV of this questionnaire we request copies 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 OCTG?

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

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**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 OCTG in the future if the antidumping duty orders on OCTG from Argentina, Italy, Japan, Korea, and Mexico 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.

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II-5. Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-6. Has your firm since 2001, produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of OCTG and/or using the same production and related workers employed to produce OCTG?

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

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
<b>Welded:</b>		
Oil/gas well casing	_____	_____
Oil/gas well tubing	_____	_____
Standard, line, pressure pipe	_____	_____
Pressure tubing	_____	_____
Mechanical tubing	_____	_____
Other (specify) _____	_____	_____

*Continued on next page.*

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

II-6.--Continued

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
<b>Seamless:</b>		
Oil/gas well casing	_____	_____
Oil/gas well tubing	_____	_____
Drill pipe	_____	_____
Standard, line, pressure pipe	_____	_____
Pressure tubing	_____	_____
Mechanical tubing	_____	_____
Other (specify) _____	_____	_____

(Quantity in short tons)						
Item	2001	2002	2003	2004	2005	2006
<b>Average production capacity:</b>						
Welded pipe and tubing						
Seamless pipe and tubing						
<b>Total</b>						
<b>Production:</b>						
<b>Welded:</b>						
Oil/gas well casing						
Oil/gas well tubing						
Standard, line & pressure pipe						
Pressure tubing						
Mechanical tubing						
Other (specify) _____						
<b>Total</b>						
<b>Seamless:</b>						
Oil/gas well casing						
Oil/gas well tubing						
Drill pipe						
Standard, line & pressure pipe						
Pressure tubing						
Mechanical tubing						
Other (specify) _____						
<b>Total</b>						

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

II-7. Is your firm able to switch production between OCTG and other products in response to a relative change in the price of OCTG vis-a-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 OCTG.

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II-8. Does your firm intentionally produce OCTG to non-API standards for limited use applications? If so, please report annual U.S. shipment values (\$1,000) and quantities (short tons).

Item	2001	2002	2003	2004	2005	2006
Quantity						
Value						

II-9. Does your firm produce sour-service OCTG that meets or exceeds API T95 or C100 standards?

- No                       Yes--Please report below the quantity of your U.S. shipments (in short tons) and its value (in \$1,000) during 2001-2006.

Item	2001	2002	2003	2004	2005	2006
Quantity						
Value						

II-10. Does your firm produce heavy weight drill pipe? (See definitions in the instruction booklet.)

- No                       Yes--Please report below the quantity of your U.S. shipments (in short tons) and its value (in \$1,000) during 2001-2006.

Item	2001	2002	2003	2004	2005	2006
Quantity						
Value						

II-11. Does your firm produce casing, tubing or drill pipe containing 10.5 percent or more (by weight) of chromium?

- No                       Yes--Please report below the quantity of your production (in short tons) during 2001-2006 and **DO NOT** include such product on any subsequent pages of this questionnaire.

Item	2001	2002	2003	2004	2005	2006
Casing & tubing						
Drill pipe						







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

II-14. Other than direct imports, has your firm otherwise purchased **OCTG other than drill pipe and Drill pipe** since January 1, 2001? Report each product **ON A SEPARATE PAGE**. (See definitions in the instruction booklet.)

No  Yes--Report such purchases below for the specified periods.<sup>1</sup>

OCTG other than drill pipe  Drill pipe

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF OCTG FROM--</b>						
<b>ARGENTINA:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>ITALY:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>JAPAN:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>KOREA (excluding Hyundai):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>KOREA (Hyundai):</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>MEXICO:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>ALL OTHER COUNTRIES:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.						
<sup>2</sup> Please list the name of the firm(s) from which your purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.						

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

II-15a. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of OCTG other than drill pipe? (If your firm is the toller, please complete Part V; if your firm is the tollee, please report the quantity of product produced for you under toll agreement in question II-12.)

No             Yes--Name firm(s): \_\_\_\_\_

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II-15b. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of drill pipe? (If your firm is the toller, please complete Part V; if your firm is the tollee, please report the quantity of product produced for you under toll agreement in question II-12.)

No             Yes--Name firm(s): \_\_\_\_\_

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II-16. Does your firm produce OCTG in a foreign trade zone (FTZ)?

No             Yes--Identify FTZ(s): \_\_\_\_\_

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II-17. Since 2001, has your firm imported OCTG?

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

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

**For questions II-18 and II-19 indicate whether your response differs with respect to particular orders and explain why this is so.**

II-18. Describe the significance of the existing antidumping duty orders covering imports of OCTG from Argentina, Italy, Japan, Korea, and Mexico 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.

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II-19. 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 OCTG in the future if the antidumping duty orders on OCTG from Argentina, Italy, Japan, Korea, and Mexico 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, for any trends or projections you may provide.

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**If your firm is exclusively a toll processor of drill pipe or OCTG other than drill pipe, you should skip Parts III and IV of this questionnaire and complete Part V. Otherwise please complete Parts III and IV (non-toll operations) and, if applicable, Part V (toll operations).**

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Klir (202-205-3247 or [mary.klir@usitc.gov](mailto: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 No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web 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 \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ 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 OCTG, 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.).

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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 made in the facilities in which you produced OCTG, as well as the share of net sales of all your products made in OCTG facilities accounted for by each of these non-OCTG products during your most recent fiscal year:

Product(s)	Share of sales of products produced in the facilities in which you produced OCTG
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6a. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of OCTG other than drill pipe from any related company?

Yes--Continue to question III-7a below.  No--Continue to question III-10 below.

III-6b. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of drill pipe from any related company?

Yes--Continue to question III-7b below.  No--Continue to question III-10 below.

III-7a. In the space provided below, identify the inputs related to the production of OCTG other than drill pipe that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____

III-7b. In the space provided below, identify the inputs related to the production of drill pipe that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____

III-8a. With respect to the related companies identified in response to question III-7a (OCTG other than drill pipe), are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9a below.  No--Continue to question III-10 below.

III-8b. With respect to the related companies identified in response to question III-7b (drill pipe), are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9b below.  No--Continue to question III-10 below.

**PART III.--FINANCIAL INFORMATION--Continued**

III-9a. All intercompany profit on inputs purchased from related parties which is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in tables III-10a and III-10b (Operations on OCTG other than drill pipe); i.e., costs reported in tables III-10a and III-10b, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission instructions regarding costs associated with inputs purchased from related parties?

Yes

No—please contact Mary Klir, at 202-205-3247.

III-9b. All intercompany profit on inputs purchased from related parties which is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in tables III-10c and III-10d (Operations on drill pipe); i.e., costs reported in tables III-10c and III-10d, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission instructions regarding costs associated with inputs purchased from related parties?

Yes

No—please contact Mary Klir, at 202-205-3247.

**PART III.--FINANCIAL INFORMATION--Continued**

III-10a. **Mill producer operations on OCTG other than drill pipe.**--Report the revenue and related cost information requested below on the OCTG other than drill pipe operations of your U.S. establishment(s).<sup>1</sup> 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 six most recently completed fiscal years in chronological order from left to right. 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.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> 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.

<sup>3</sup> 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-10b. **Processor operations on OCTG other than drill pipe.**--Report the revenue and related cost information requested below on the OCTG other than drill pipe operations of your U.S. establishment(s).<sup>1</sup> 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 six most recently completed fiscal years in chronological order from left to right. 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.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> 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.

<sup>3</sup> 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-10c. **Mill producer operations on drill pipe.**--Report the revenue and related cost information requested below on the drill pipe operations of your U.S. establishment(s).<sup>1</sup> 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 six most recently completed fiscal years in chronological order from left to right. 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.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> 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-10d. **Processor operations on drill pipe.**--Report the revenue and related cost information requested below on the drill pipe operations of your U.S. establishment(s).<sup>1</sup> 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 six most recently completed fiscal years in chronological order from left to right. 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.

<b>(Quantity in short tons, value in \$1,000)</b>						
<b>Item</b>	_____	_____	_____	_____	_____	_____
<b>Net sales quantities:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
<b>Net sales values:<sup>2</sup></b>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
<b>Gross profit or (loss)</b>						
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Depreciation/amortization included above</b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> 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-11a. Asset values - OCTG other than drill pipe.--Report the total assets associated with the production, warehousing, and sale of OCTG other than drill pipe. 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.

<b>(Value in \$1,000)</b>						
<b>Value of</b>	_____	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>						
<b>1. Current assets:</b>						
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.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other non-current assets</b> (describe _____)						
<b>4. Total assets</b> (lines 1.F., 2.C., and 3)						

**PART III.--FINANCIAL INFORMATION--Continued**

III-11b. Asset values - drill pipe.--Report the total assets associated with the production, warehousing, and sale of drill pipe. 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.

(Value in \$1,000)						
Value of	_____	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>						
<b>1. Current assets:</b>						
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.)						
<b>2. Property, plant, and equipment</b>						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
<b>3. Other non-current assets</b> (describe _____)						
<b>4. Total assets</b> (lines 1.F., 2.C., and 3)						

**PART III.--FINANCIAL INFORMATION--Continued**

III-12. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on OCTG. Provide data for your six most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>						
Item	_____	_____	_____	_____	_____	_____
<b>Capital expenditures</b>						
OCTG other than drill pipe						
Drill pipe						
<b>Research and development expenditures</b>						
OCTG other than drill pipe						
Drill pipe						

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

Further information on this part of the questionnaire can be obtained from Jim Fetzer (202-708-5403 or [James.Fetzer@usitc.gov](mailto:James.Fetzer@usitc.gov)).

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

Company contact: \_\_\_\_\_  
Name and title Phone No.

**Section IV-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-December 2006. 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.**—Tubing, grade J-55, 2<sup>7</sup>/<sub>8</sub>" O.D., 6.5 lbs./ft., API 8 round, threaded and coupled, range 2, welded (full body normalized)

**Product 2.**—Tubing, grade N-80, 2<sup>7</sup>/<sub>8</sub>" O.D., 6.5 lbs./ft., external upset ends, threaded and coupled, seamless

**Product 3.**—Tubing, grade J-55, 2<sup>3</sup>/<sub>8</sub>" O.D., 4.7 lbs./ft., 0.190" wall, external upset ends, threaded and coupled, range 2, welded, other than full body normalized

**Product 4.**—Tubing, grade J-55, 2<sup>3</sup>/<sub>8</sub>" O.D., 4.7 lbs./ft., 0.190" wall, external upset ends, threaded and coupled, range 2, welded, full body normalized

**Product 5.**—Tubing, grade L-80, 2<sup>7</sup>/<sub>8</sub>" O.D., 6.5 lbs./ft., external upset ends, threaded and coupled, seamless

**Product 6.**—Tubing, grade J-55, 2<sup>7</sup>/<sub>8</sub>" O.D., 6.5 lbs./ft., API 8 round, threaded and coupled, range 2, welded (not full body normalized)

**Product 7.**—Casing, grade N-80, 5<sup>1</sup>/<sub>2</sub>" O.D., 17.00 lbs./ft., long threaded and coupled, range 3, seamless

**Product 8.**—Casing, grade P-110, 9<sup>5</sup>/<sub>8</sub>" O.D., 53.5 lbs./ft., long threaded and coupled, range 3, seamless

**Product 9.**—Casing, grade N-80, 4<sup>1</sup>/<sub>2</sub>" O.D., 11.6 lbs./ft., long threaded and coupled, range 3, seamless

**Product 10.**—Casing, grade J-55, 5<sup>1</sup>/<sub>2</sub>" O.D., 15.5 lbs./ft., 0.275" wall, long threaded and coupled, range 3, welded

**Product 11.**—Casing, grade P-110, 7" O.D., 23.0 lbs./ft., long threaded and coupled, range 3, seamless

**Product 12.**—Casing, grade API T-95, 7<sup>5</sup>/<sub>8</sub>" O.D., 58.3 lbs./ft., plain end, range 3, seamless

**Product 13.**—Casing, grade L-80 or N-80, 13-3<sup>8</sup>/<sub>8</sub>" O.D., 72.00 lbs./ft., plain end, range 3, seamless

**Product 14.**—Drill pipe, green tubes, 5" O.D., 17.93 lbs./ft., 0.362" wall, seamless

**Product 15.**—Drill pipe, finished, 5" O.D., 19.5 lbs./ft., Grade G-105 with tool joints attached

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm. Report separately for sales to distributors and sales to end users.

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

**Section IV-A.--PRICE DATA--Continued**

**PRODUCT:<sup>1</sup>**     Product 1     Product 2     Product 3     Product 4     Product 5  
                    Product 6     Product 7     Product 8     Product 9     Product 10  
                    Product 11     Product 12     Product 13     Product 14     Product 15

**SALES TO:**     End users     Distributors

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2006:</b>		
January-March		
April-June		
July-September		
October-December		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:  		



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

**Section IV-B.--MARKET FACTORS**

**NOTE: IF YOUR ANSWER TO ANY QUESTION IN PART IV DIFFERS FOR DRILL PIPE AND OCTG OTHER THAN DRILL PIPE, PLEASE ANSWER SEPARATELY FOR EACH, SPECIFYING THE PRODUCT(S) IN YOUR ANSWER.**

IV-B-1. How does your firm determine the prices that it charges for sales of OCTG (check all that apply)? 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.

Transaction by transaction     
  Contracts     
  Set price lists  
 Other (describe) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-B-2. Please describe your firm's discount policy (check all that apply).

Quantity discounts     
  Annual total volume discounts     
  No discount policy  
 Other (describe) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-B-3. a) What are your firm's typical sales terms for its U.S.-produced OCTG (e.g., 2/10 net 30 days)? \_\_\_\_\_

b) On what basis are your prices of OCTG usually quoted?

F.o.b. (specify point) \_\_\_\_\_     
  Delivered

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced OCTG in 2006 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)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	
<b>Total</b>	<b>100%</b>

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

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-5. 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? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

IV-B-6. 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? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

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

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-7. a) What is the average lead time between a customer's order and the shipment of the product for your firm's sales of your U.S.-produced OCTG?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

(b) Has the average lead time increased, decreased, or remained the same since 2001? If changes in lead times differ during the period (e.g., increased in 2002, but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased or remained the same.

Increased                       Unchanged                       Decreased  
 Other (describe) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

(c) Do you expect the average lead time to increase, decrease, or remain the same in the future? If you expect changes in lead times to differ in the future (e.g., increase in 2007, but decrease in 2008), please identify all periods in which you expect lead times to change, indicating whether you expect lead times to increase, decrease, or remain the same.

Increase                       No change                       Decrease  
 Other (describe) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

IV-B-8. (a) What is the approximate percentage of the total delivered cost of OCTG that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

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

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

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-9. What is the geographic market area(s) in the United States served by your firm's OCTG? Check all that apply. (See instruction booklet for definitions).

- Northeast                       Midwest                       Southeast
- Central Southwest               Mountains                       Pacific Coast
- Other (non-contiguous U.S.) - describe \_\_\_\_\_

\_\_\_\_\_

IV-B-10. Describe the end uses of the OCTG that you manufacture. For each end-use product, what share of the total cost is accounted for by OCTG?

<u>End use</u>	<u>Share of total cost accounted for by OCTG (percent)</u>
_____	_____
_____	_____
_____	_____

IV-B-11. Have there been any changes in the end uses of OCTG since 2001?

- No                       Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

IV-B-12. Do you anticipate any changes in terms of the end uses of OCTG 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**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-13. (a) Please list in order of importance any products that may be substituted for OCTG.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(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 OCTG?

No       Yes--To what degree do changes in their prices affect the price for OCTG? 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 OCTG or final end use?

\_\_\_\_\_  
\_\_\_\_\_

IV-B-14. Have there been any changes in the number or types of products that can be substituted for OCTG since 2001?

No       Yes--Please explain.

\_\_\_\_\_  
\_\_\_\_\_

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for OCTG 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-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for OCTG since 2001? 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.

\_\_\_\_\_  
\_\_\_\_\_

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-17. 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 OCTG in the U.S. market since 2001?

- 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.
- 

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced OCTG in the U.S. market in the future?

- No change                       Increase                       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.

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IV-B-19. Has the availability of nonsubject imported OCTG changed since 2001?

- No                       Yes--Please explain.
- 
- 

IV-B-20. Describe how easily your firm can shift its sales of OCTG 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 OCTG 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.

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IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of OCTG since 2001?

- No                       Yes--Please describe and quantify if possible.
- 
-

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of OCTG 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 identify, including the time period.

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IV-B-23. (a) How has demand within the United States for OCTG changed since 2001?

- Increased
- Unchanged
- Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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(b) How has demand outside the United States for OCTG changed since 2001?

- Increased
- Unchanged
- Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand? Were the changes different for different countries?

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IV-B-24. Do you anticipate any future changes in OCTG 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.

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-25. Please compare market prices of OCTG in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss OCTG supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Argentina, Italy, Japan, Korea, and/or Mexico, and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

IV-B-27. Are your exports of OCTG 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 2001, or that are expected to occur in the future.

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IV-B-28. Does your firm sell OCTG over the internet?

No  Yes--Please describe, noting the estimated percentage of your firm's total sales of OCTG in 2006 accounted for by internet sales.

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-29. Is OCTG produced in the United States and in other countries used interchangeably (i.e., are they physically used in the same applications)? **Please answer separately for OCTG other than drill pipe and for drill pipe, as indicated below.**

<b>OCTG other than drill pipe.</b> --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. <sup>1</sup>						
Country-pair	Argentina	Italy	Japan	Korea <sup>2</sup>	Mexico	Nonsubject sources <sup>2</sup>
United States						
Argentina						
Italy						
Japan						
Korea <sup>2</sup>						
Mexico						
<sup>1</sup> For any country-pair producing OCTG other than drill pipe which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use. <hr/> <hr/>						
<sup>2</sup> "Korea" excludes Hyundai, which should be included in nonsubject sources.						

<b>Drill pipe.</b> --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. <sup>1</sup>		
Country-pair	Japan	Nonsubject countries <sup>2</sup>
United States		
Japan		
<sup>1</sup> For any country-pair producing drill pipe which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use. <hr/> <hr/> <hr/> <hr/>		
<sup>2</sup> Includes Argentina, Italy, Korea, and Mexico.		

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between OCTG produced in the United States and in other countries a significant factor in your firm's sales of the products? **Please answer separately for OCTG other than drill pipe and for drill pipe, as indicated below.**

<b>OCTG other than drill pipe.</b> --Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>						
Country-pair	Argentina	Italy	Japan	Korea <sup>2</sup>	Mexico	Nonsubject sources <sup>2</sup>
United States						
Argentina						
Italy						
Japan						
Korea <sup>2</sup>						
Mexico						
<sup>1</sup> For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of OCTG other than drill pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors. <hr/> <hr/>						
<sup>2</sup> "Korea" excludes Hyundai, which should be included in nonsubject sources.						

<b>Drill pipe.</b> --Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>		
Country-pair	Japan	Nonsubject countries <sup>2</sup>
United States		
Japan		
<sup>1</sup> For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of drill pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors. <hr/> <hr/>		
<sup>2</sup> Includes Argentina, Italy, Korea, and Mexico.		

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

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-31. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of OCTG influenced the U.S. wholesale market price of OCTG since 2001?

- No                       Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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IV-B-32. Please provide the average time, in days between the **placement of an order** and the **shipment of the product** for orders of OCTG you produced and sold in the U.S. market in the relevant period specified below (keep your answer to question IV-B-7 in mind when responding):

Period	Number of days	Period	Number of days
2001		1 <sup>st</sup> Qtr. 2006	
2002		2 <sup>nd</sup> Qtr. 2006	
2003		3 <sup>rd</sup> Qtr. 2006	
2004		4 <sup>th</sup> Qtr. 2006	
2005			

If the time between the **placement of an order** and the **shipment of the product** differs for any particular types of OCTG, please elaborate.

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**PART V.-TOLL CONVERSION OF OCTG-TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or [fred.ruggles@usitc.gov](mailto:fred.ruggles@usitc.gov)). Supply all data requested (except for financial data) on a calendar-year basis.

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

Company contact:

\_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**PART V.-TOLL CONVERSION OF OCTG-TRADE AND RELATED INFORMATION-Continued**

V-2a. **Toll processors - toll conversion of OCTG other than drill pipe.**-For the operations of your U.S. establishment(s), report the information requested below for the period 2001-2006.

Item	2001	2002	2003	2004	2005	2006
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(short tons)</i>						
<b>PRODUCTION</b> <i>(short tons)</i>						
<b>U.S. shipments:</b>						
OCTG for <b>U.S. mills</b> <i>(short tons)</i> <sup>1 2</sup>						
OCTG for <b>U.S. mills</b> <i>(\$1,000)</i> <sup>1 2</sup>						
OCTG for <b>U.S. distributors</b> <i>(short tons)</i> <sup>1 2</sup>						
OCTG for <b>U.S. distributors</b> <i>(\$1,000)</i> <sup>1 2</sup>						
OCTG for <b>U.S. importers/foreign producers</b> <i>(short tons)</i> <sup>1 2</sup>						
OCTG for <b>U.S. importers/foreign producers</b> <i>(\$1,000)</i> <sup>1 2</sup>						
OCTG for <b>other U.S. customers</b> <i>(short tons)</i> <sup>1 2</sup>						
OCTG for <b>other U.S. customers</b> <i>(\$1,000)</i> <sup>1 2</sup>						
<b>Export shipments:</b>						
Quantity <i>(short tons)</i> <sup>1 2</sup>						
Value <i>(\$1,000)</i> <sup>1 2</sup>						
Average number of PRWs						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (\$1,000)						
Financial information based on <input type="checkbox"/> Calendar year/fiscal year ending Dec. 31 <input type="checkbox"/> Fiscal year ending _____						
Net sales <i>(short tons)</i> <sup>1 2</sup>						
Net sales <i>(\$1,000)</i> <sup>1 2</sup>						
Cost of goods sold <i>(\$1,000)</i>						
SG&A expenses <i>(\$1,000)</i>						
Operating income (or loss) <i>(\$1,000)</i>						
Capital expenditures <i>(\$1,000)</i>						
R&D expenditures <i>(\$1,000)</i>						

Note.-Reported shipments of OCTG should include casing and tubing but exclude drill pipe (the latter is addressed in question V-2b).

<sup>1</sup>Report your firm's shipments/net sales of OCTG other than drill pipe which it converted under a toll agreement with another firm. Quantity refers to the amount of OCTG other than drill pipe converted and value refers to your firm's fee for its services.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight.

**PART V.—TOLL CONVERSION OF DRILL PIPE—TRADE AND RELATED INFORMATION—**  
*Continued*

V-2b. **Toll processors - toll conversion of drill pipe.**—For the operations of your U.S. establishment(s), report the information requested below for the period 2001-2006.

Item	2001	2002	2003	2004	2005	2006
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(short tons)</i>						
<b>PRODUCTION</b> <i>(short tons)</i>						
<b>U.S. shipments:</b>						
Drill pipe for <b>U.S. mills</b> <i>(short tons)</i> <sup>1 2</sup>						
Drill pipe for <b>U.S. mills</b> <i>(\$1,000)</i> <sup>1 2</sup>						
Drill pipe for <b>U.S. distributors</b> <i>(short tons)</i> <sup>1 2</sup>						
Drill pipe for <b>U.S. distributors</b> <i>(\$1,000)</i> <sup>1 2</sup>						
Drill pipe for <b>U.S. importers/foreign producers</b> <i>(short tons)</i> <sup>1 2</sup>						
Drill pipe for <b>U.S. importers/foreign producers</b> <i>(\$1,000)</i> <sup>1 2</sup>						
Drill pipe for <b>other U.S. customers</b> <i>(short tons)</i> <sup>1 2</sup>						
Drill pipe for <b>other U.S. customers</b> <i>(\$1,000)</i> <sup>1 2</sup>						
<b>Export shipments:</b>						
Quantity <i>(short tons)</i> <sup>1 2</sup>						
Value <i>(\$1,000)</i> <sup>1 2</sup>						
Average number of PRWs						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (\$1,000)						
Financial information based on <input type="checkbox"/> Calendar year/fiscal year ending Dec. 31 <input type="checkbox"/> Fiscal year ending _____						
Net sales <i>(short tons)</i> <sup>1 2</sup>						
Net sales <i>(\$1,000)</i> <sup>1 2</sup>						
Cost of goods sold <i>(\$1,000)</i>						
SG&A expenses <i>(\$1,000)</i>						
Operating income (or loss) <i>(\$1,000)</i>						
Capital expenditures <i>(\$1,000)</i>						
R&D expenditures <i>(\$1,000)</i>						

<sup>1</sup>Report your firm's shipments/net sales of drill pipe which it converted under a toll agreement with another firm. Quantity refers to the amount of drill pipe converted and value refers to your firm's fee for its services.

<sup>2</sup> Less discounts, returns, allowances, and prepaid freight.