

**PURCHASERS' QUESTIONNAIRE**  
**CERTAIN WELDED LARGE DIAMETER LINE PIPE FROM JAPAN AND MEXICO**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than May 22, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the antidumping duty orders on certain welded large diameter line pipe from Japan and Mexico (Inv. Nos. 731-TA-919 and 920 (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)). Further information on this questionnaire can be obtained from Craig Thomsen (202-205-3226, craig.thomsen@usitc.gov).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased certain welded large diameter line pipe (as defined in the instruction booklet) from any source (domestic or foreign) at any time 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**

*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 this review 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 this review 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 this review 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*

\_\_\_\_\_  
*Email address*

**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 25 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-1. (a) 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

(b) 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. 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-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing welded large diameter line pipe from Japan and/or Mexico into the United States or which are engaged in exporting welded large diameter line pipe from Japan and/or Mexico to the United States?

☐ No ☐ Yes--List the following information.

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

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

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain welded large diameter line pipe?

☐ No ☐ Yes--List the following information.

Firm name

Address

Affiliation

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-6. In Part III 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 certain welded large diameter line pipe?

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

\_\_\_\_\_

\_\_\_\_\_

## **PART II.--PURCHASES**

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of certain welded large diameter line pipe. Report based on delivery date, not order date.

**Note.—SAW quantities and values should include spiral-weld, longitudinal, and double seam SAW pipe.**

(Quantity in short tons, value in \$1,000)								
Item	2001	2002	2003	2004	2005	2006	2007 <sup>1</sup>	2008 <sup>1</sup>
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>								
ERW: <i>Quantity</i>								
ERW: <i>Value</i>								
SAW: <i>Quantity</i>								
SAW: <i>Value</i>								
Spiral-weld: <i>Quantity</i>								
Spiral-weld: <i>Value</i>								
<b>PURCHASES OF PRODUCT PRODUCED IN JAPAN:</b>								
ERW: <i>Quantity</i>								
ERW: <i>Value</i>								
SAW: <i>Quantity</i>								
SAW: <i>Value</i>								
Spiral-weld: <i>Quantity</i>								
Spiral-weld: <i>Value</i>								
<b>PURCHASES OF PRODUCT PRODUCED IN MEXICO:</b>								
ERW: <i>Quantity</i>								
ERW: <i>Value</i>								
SAW: <i>Quantity</i>								
SAW: <i>Value</i>								
Spiral-weld: <i>Quantity</i>								
Spiral-weld: <i>Value</i>								
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>2</sup></b>								
ERW: <i>Quantity</i>								
ERW: <i>Value</i>								
SAW: <i>Quantity</i>								
SAW: <i>Value</i>								
Spiral-weld: <i>Quantity</i>								
Spiral-weld: <i>Value</i>								

<sup>1</sup> Include your purchases and bookings/commitments for 2007 and 2008.

<sup>2</sup> Please identify these countries: \_\_\_\_\_

**PART II.--PURCHASES--Continued**

**In your responses to the questions in this section, please distinguish as appropriate between ERW pipe, spiral-welded SAW pipe, and longitudinally-welded SAW pipe.**

II-2. Does your firm purchase certain large diameter line pipe using a bidding process?

☐ Yes ☐ No

Are bids open or closed? ☐ Open ☐ Closed

If bids are closed, did you tell your suppliers who their competitors were? ☐ Yes ☐ No

If bids are closed, was it common knowledge who the competitors were? ☐ Yes ☐ No

II.3. If there was more than one chance to bid (multiple rounds of bidding), did your firm discuss the bids of competing firms (whether or not they disclosed who the competition was) in order to get suppliers to lower their quotes?

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II-4. If there was more than one chance to bid for projects, please describe the relationship between initial and subsequent bid prices. Identify the major factors that led to changes in bid prices (e.g., specification changes, negotiated price reductions, competitive pressure) and how they affected your firm's choice of supplier.

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II-5. If there was more than one chance to bid for projects, please describe the role and importance of initial bids in the overall bidding/negotiating process. If necessary, attach additional sheets.

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II-6. Did the lowest price offered for projects listed in Part II-3 always win the contract or sale?

☐ Yes ☐ No--What other factors did your firm take into account?

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**PART II.--PURCHASES--Continued**

- II-7. If the relative levels of your firm's purchases of certain welded large diameter line pipe from different sources (both domestic and foreign) have changed since 2001, please list the country, state whether the relative of share of purchases from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

- II-8. (a) Did your firm purchase certain welded large diameter line pipe from Japan and/or Mexico before 2001?

☐ No--Skip to (c) ☐ Yes

- (b) If yes, has your pattern of purchasing certain welded large diameter line pipe from Japan and/or Mexico changed since 2001?

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we discontinued purchases from **JAPAN** because of the antidumping duty order.

☐ Yes, we discontinued purchases from **MEXICO** because of the antidumping duty order.

☐ Yes, we reduced purchases from **JAPAN** because of the antidumping duty order.

☐ Yes, we reduced purchases from **MEXICO** because of the antidumping duty order.

☐ Yes, but we changed the pattern of purchases from **JAPAN** for reasons other than the antidumping duty order (please explain below, noting the country in your response).

☐ Yes, but we changed the pattern of purchases from **MEXICO** for reasons other than the antidumping duty order (please explain below, noting the country in your response).

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**PART II.--PURCHASES--Continued**

- II-8. (c) Has your pattern of purchasing certain welded large diameter line pipe from nonsubject foreign sources changed since 2001 (please check all that apply).
- ☐ We did not purchase from nonsubject foreign sources before or after the antidumping duty order.
- ☐ No, our pattern of purchasing is essentially unchanged.
- ☐ Yes, we increased purchases from nonsubject countries because of the antidumping duty order.
- ☐ Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the antidumping duty order (please explain below).

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

- III-1. Which of the following best describes your firm as a purchaser of welded large diameter line pipe (check all that apply, noting the specific end uses if known)?
- ☐ **END USER** (\_\_\_\_\_)
- ☐ **DISTRIBUTOR** (\_\_\_\_\_)
- ☐ Other (\_\_\_\_\_)
- III-2. (a) If your firm is a distributor or reseller of welded large diameter line pipe, what are the major types of consumers to which you sell welded large diameter line pipe?

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- (b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase welded large diameter line pipe?

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-3. If your firm is an end user of certain welded large diameter line pipe, list in order of quantity of the certain welded large diameter line pipe consumed, the top 3 products for which your firm purchases certain welded large diameter line pipe as a component part or input. Please indicate the percentage of the total cost of each product accounted for by certain welded large diameter line pipe.

**Product you produce****Percent of cost accounted for by certain welded large diameter line pipe**

1. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

- III-4. (a) If your firm is an end user of certain welded large diameter line pipe, has the demand for your firm's final products incorporating certain welded large diameter line pipe changed since 2001?

☐

Increased

☐

Unchanged

☐

Decreased

- (b) Has this had any effect on your firm's demand for certain welded large diameter line pipe?

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- III-5. Have there been any changes in the end uses of certain welded large diameter line pipe since 2001?

☐

No

☐

Yes--Discuss the changes, noting the time period in which they occurred.

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- III-6. Do you anticipate any changes in terms of the end uses of certain welded large diameter line pipe 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.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES-Continued**

III-7. (a) Please list in order of importance any products that may be substituted for certain welded large diameter line pipe.

(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 substitute products affected the price of certain welded large diameter line pipe?

☐ No ☐ Yes--Please explain.

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

III-8. Have there been any changes in the number or types of products that can be substituted for certain welded large diameter line pipe since 2001?

☐ No ☐ Yes--Please explain.

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

III-9. Do you anticipate any changes in terms of the substitutability of other products for certain welded large diameter line pipe 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.

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

III-10. a) How has demand within the United States for certain welded large diameter line pipe changed since 2001?

☐ Increased ☐ Unchanged ☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-10. b) How has demand outside the United States for certain welded large diameter line pipe changed since 2001?

☐ Increased      ☐ Unchanged      ☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_

III-11. Do you anticipate any future changes in certain welded large diameter line pipe 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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-12. In the table below, please estimate your specification requirements by grade on a percentage basis out of total projected purchases for 2007 and 2008.

	X-40 - X-49	X-50 - X-59	X-60 - X-69	X-70 - X-79	X-80 - X-99	X-100 & above
2007						
2008						

III-13. If your firm operates pipelines in the United States or abroad, please estimate for each year the volume (in short tons) of domestic welded large diameter line pipe that you have purchased (or expect to purchase) for the purpose of repair and maintenance of pipeline systems that your firm owns or manages.

	2001	2002	2003	2004	2005	2006	2007	2008
2007								

III-14. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss certain welded large diameter line pipe demand and/or factors affecting certain welded large diameter line pipe demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to these reviews, and (3) the world as a whole. Of particular interest is such data on an annual basis from 2001 to the present and forecasts of future demand trends.

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-15. Have there been any changes to any factors affecting supply (e.g., changes in availability or prices of raw materials, 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 certain welded large diameter line pipe 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.

III-16. Since 2001, has any domestic producer of certain welded large diameter line pipe:

(a) denied your order?

☐ No ☐ Yes

(b) limited the volume under your order?

☐ No ☐ Yes

(c) failed to meet your volume requirement under an existing order?

☐ No ☐ Yes

(d) delayed supplying your order?

☐ No ☐ Yes

Please explain the circumstances surrounding the incident(s) noted in parts (a) through (d), noting quantity involved and time period, and describe how your firm dealt with the lack of supply. Please detail if any of the delays resulted from a right of first refusal or reservation agreement that a domestic producer maintained.

III-17. Since 2001, what percent of your firm's yearly purchases of certain welded large diameter line pipe have included a right of first refusal, or were part of a reservation agreements?

	2001	2002	2003	2004	2005	2006
Right of first refusal (only)						
Reservation agreements (only)						
Both						
Neither						
Total	100%	100%	100%	100%	100%	100%

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-18. Have there been any changes to any factors affecting supply (e.g., changes in availability or prices of raw materials, 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 certain welded large diameter line pipe 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.

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III-19. Is buying a product that is produced in the United States an important factor in your firm's purchases of certain welded large diameter line pipe (please check ALL that apply)?

☐ No

☐ Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves \_\_\_\_ percent of all purchases of certain welded large diameter line pipe.

☐ Yes--Purchases of domestic product are not required by law or regulation, but are required by your customers. This involves \_\_\_\_ percent of all purchases of certain welded large diameter line pipe.

☐ Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of certain welded large diameter line pipe.

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III-20. (a) Is the welded large diameter line pipe market subject to business cycles or conditions of competition distinctive to welded large diameter line pipe?

☐ No

☐ Yes--Please explain and provide estimates of the duration of any such cycle.

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(b) Have new markets for welded large diameter line pipe emerged since 2001, affecting the business cycles or conditions of competition distinctive to welded large diameter line pipe?

☐ No

☐ Yes--Please explain any such changes.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-21. Who are your major competitors?

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III-22. Does your firm and, to the extent that you know, do your customers make purchasing decisions involving certain welded large diameter line pipe based on the specific producer of the certain welded large diameter line pipe to be purchased?

Your firm:            ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Never

Your customers:      ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the desired producer and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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III-23. Does your firm and, to the extent that you know, do your customers make purchasing decisions involving certain welded large diameter line pipe based on the country of origin of the certain welded large diameter line pipe to be purchased?

Your firm:            ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Never

Your customers:      ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the desired source and why this information is important.

Your firm: \_\_\_\_\_

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Your customers: \_\_\_\_\_

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-24. (a) How frequently do you make purchases?

- ☐ Daily      ☐ Weekly      ☐ Monthly      ☐ Quarterly      ☐ Annually  
☐ Other (specify) \_\_\_\_\_)

(b) Do you expect this purchasing pattern to change in the next two years?

- ☐ No      ☐ Yes--How and why do you expect these changes to occur?

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III-25. How many suppliers do you generally contact before making a purchase?

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III-26. (a) Do purchases of certain welded large diameter line pipe usually involve negotiations between supplier and purchaser?

- ☐ No      ☐ Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

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III-27. (b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- ☐ No      ☐ Yes--Specify the time period.

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III-28. Have you changed suppliers since 2001?

- ☐ No      ☐ Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-29. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2001?

- ☐ No      ☐ Yes--Please identify the firms, the pipe grades, and weld type offered for sale by those firms, and indicate how you become aware of them.

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(b) Do you expect new certain welded large diameter line pipe suppliers to enter the market in the future?

- ☐ No      ☐ Yes--Please provide details, including the expected pipe grades and weld types offered by those suppliers and the expected sales volume of those suppliers, and also note the specific future time period in your response.

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III-30. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristics of the certain welded large diameter line pipe sold to your firm?

- ☐ No      ☐ Yes-- \_\_\_\_ percent of purchases in 2006      ☐ Yes--all purchases

Please provide a general description of the certification or qualification process and the time typically required to certify or qualify a new supplier.

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III-31. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

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III-32. Since 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their certain welded large diameter line pipe with your firm or have any producers lost their approved status?

- ☐ No      ☐ Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process or why they lost their approved status.

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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-33. (a) For the factors listed below, please rate each in terms of its importance to your decision to purchase certain welded large diameter line pipe from any given supplier.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-34. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain welded large diameter line pipe for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-35. What characteristics does your firm consider when determining the quality of certain welded large diameter line pipe?

\_\_\_\_\_

\_\_\_\_\_

III-36. How often does your firm purchase the certain welded large diameter line pipe that is offered at the lowest price?

☐ Always

☐ Usually

☐ Sometimes

☐ Never

III-37. Please list the names of any firms you considered price leaders in the certain welded large diameter line pipe market since 2001. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

\_\_\_\_\_

\_\_\_\_\_

III-38. Please describe how the above firm(s) exhibited price leadership.

\_\_\_\_\_

\_\_\_\_\_

III-39. How frequently does the price of the certain welded large diameter line pipe you purchase change?

\_\_\_\_\_

\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-40. For 2006, please estimate the percent of your purchases by source, including domestic mill-direct purchases, service center purchases, and other purchases.

Mill-direct: \_\_\_\_\_ Service Center: \_\_\_\_\_ Other: \_\_\_\_\_

In the space provided, please describe any price differences between mill-direct purchases and other types of purchases, and the reasons why one source may have been selected over the other.

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III-41. Does your firm purchase certain welded large diameter line pipe over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total purchases of certain welded large diameter line pipe in 2006 accounted for by internet purchases.

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III-42. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. certain welded large diameter line pipe industry since 2001 and explain fully, to the extent possible, the factor(s), including the antidumping duty orders under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any future improvements/changes that you anticipate in the U.S. certain welded large diameter line pipe industry. Identify the specific future time frame covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-43. What do you think would be the likely effects of any revocation of the antidumping duty orders on imports of certain welded large diameter line pipe from Japan and/or Mexico? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring and the country of origin of any imports discussed in your response. Attach additional pages if necessary.

(1) Activities of your firm: \_\_\_\_\_

(2) Entire U.S. market: \_\_\_\_\_

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT**

**In your responses to the questions in this section, please distinguish as appropriate between ERW pipe, spiral-welded SAW pipe, and longitudinally-welded SAW pipe.**

IV-1. Please indicate the countries of origin of certain welded large diameter line pipe with which your firm has actual marketing/pricing knowledge.

☐ United States

☐ Japan

☐ Mexico

☐ Other countries (Please specify \_\_\_\_\_)

IV-2. Is certain welded large diameter line pipe produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? 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	United States	Japan	Mexico	Other countries
United States				
Japan				
Mexico				

<sup>1</sup> For any country-pair producing certain welded large diameter line pipe which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order certain welded large diameter line pipe from one country in particular over other possible sources of supply?

☐ No

☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why certain welded large diameter line pipe from those countries is preferred over product from other countries (please note the specific product(s) in your response).

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IV-4. Are certain grades/types/sizes of certain welded large diameter line pipe available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No

☐ Yes--Please identify the source and the grade/type/size.

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IV-5. If you purchased certain welded large diameter line pipe from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how certain welded large diameter line pipe produced in each country you identified in your response to the first question in Part IV compares with certain welded large diameter line pipe produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

	_____ compared to _____		
	(specify country)		(specify country)
	SUPERIOR	COMPARABLE	INFERIOR
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-7. (a) How often does domestically produced certain welded large diameter line pipe meet minimum quality specifications for your uses or your customers' uses?

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

(b) How often does imported subject certain welded large diameter line pipe meet minimum quality specifications for your uses or your customers' uses?

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

(c) How often does imported nonsubject certain welded large diameter line pipe meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

IV-8. (a) Since 2001, has there been a change in the price of certain welded large diameter line pipe? If so, has the price of U.S.-produced certain welded large diameter line pipe changed more or less than the price of imported welded large diameter line pipe from 2001?

☐ No change in price

☐ Prices have changed by the same amount

☐ Price of U.S.-produced certain welded large diameter line pipe has changed relative to the price of certain welded large diameter line pipe from **Japan**

☐ Price of U.S.-produced certain welded large diameter line pipe has changed relative to the price of certain welded large diameter line pipe from **Mexico**

(b) If the price of U.S.-produced welded large diameter line pipe has changed relative to the price of certain welded large diameter line pipe from **Japan**, the price of U.S.-produced certain welded large diameter line pipe is now relatively

☐ Higher      ☐ Lower

If the price of U.S.-produced certain welded large diameter line pipe has changed relative to the price of certain welded large diameter line pipe from **Mexico**, the price of U.S.-produced certain welded large diameter line pipe is now relatively

☐ Higher      ☐ Lower

**PART V.--SUPPLIER IDENTIFICATION**

Please list the suppliers from which you have purchased certain welded large diameter line pipe since 2001 and approximate the percentage of your welded large diameter line pipe purchases each accounted for in 2006. If your firm merged with another purchaser over the period, please identify the merged purchaser in the space below, including the date of the merger. You should also report purchase data on a consolidated basis, including pre-merger purchase data, to the extent possible. If you are unable to report on a consolidated basis, please explain in the space provided. If your firm divested a purchasing entity over the period, please identify the divested entity and the date of divestiture. Report purchase data for divested firms up to the date of divestiture.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		

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