U.S. PURCHASERS' QUESTIONNAIRE

SEAMLESS REFINED COPPER PIPE AND TUBE

This questionnaire must be received by the Commission by no later than August 9, 2010

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning seamless refined copper pipe and tube from China and Mexico (inv. Nos. 731-TA-1174-1175 (Final)). 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 James Fetzer (202-708-5403, james.fetzer@usitc.gov).

		Zip Code	
World Wide Web a	nddress		
	ed seamless refined copper pipe and tube (reign) at any time since January 1, 2007?	(as defined in the instruction booklet) from any	
NO (Sign th	ne certification below and promptly return only	this page of the questionnaire to the Commission)	
	he instruction booklet carefully, complete all pa nnaire to the Commission so as to be received b		
	CERTIFICATIO	ON .	
	rein supplied in response to this questionn he information submitted is subject to aud	naire is complete and correct to the best of my kno lit and verification by the Commission.	wledg
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PART I.—GENERAL INFORMATION

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.

preparing the re		onnaire and complete		cost to your firm of
			hours	dollars
questionnaire in		larity of specific que	s you may have for imp stions. Please attach su	
questionnaire (s	see page 3 of the		dress of establishment(s for reporting guidelines) and trading symbol.	
OwnershipIs	s your firm owned	d, in whole or in par	t, by any other firm?	
☐ No	YesList the	e following informat	ion.	
Firm name		Address		Extent of ownership
domestic or fore China and Mexi	eign, which are entico into the United I tube from China	ngaged in importing		r pipe and tube from
Firm name		Address	<u>Affili</u>	<u>ation</u>
		-		

PART I.--GENERAL INFORMATION--Continued

•	<u>Related NONSUBJECT importers/exporters.</u> Does your firm have any related firms, either domestic or foreign, which are engaged in importing seamless refined copper pipe and tube from countries other than China and Mexico into the United States or which are engaged in exporting seamless refined copper pipe and tube from countries other than China and Mexico to the United States?							
	☐ No ☐ YesList th	☐ No ☐ YesList the following information.						
	Firm name and country	Address	Affiliation					
	Related producersDoes your firm have any related firms, either domestic or foreign, which are engaged in the production of seamless refined copper pipe and tube?							
	☐ No ☐ YesList th	e following information.						
	Firm name	Address	Affiliation					

PART II.--PURCHASES

parts II to IV?	iases)w no snould be	contacted regarding the information r	equested in
Company contact:			
	Name and title		
	()		
	Phone number	E-mail address	

II-1. <u>Purchases.--</u>Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of seamless refined copper pipe and tube. Report based on delivery date, not order date.

Quantity (in 1,000)	pounds) and	value (<i>in \$1,0</i> 0)O)	1
Item	2007	2008	2009	JanJune 2010
Plumbing applications:				
Purchases of seamless refined copper pipe and tube produced in The United States: Quantity				
Value				
China: Quantity				
Value				
Mexico: Quantity				
Value				
All other countries: ¹ Quantity				
Value				
Industrial applications:				
Purchases of seamless refined copper pipe and tube produced in The United States: Quantity Value				
China:				
Quantity				
Value				
Mexico: Quantity				
Value				
All other countries: ¹ Quantity				
Value				T
¹ Please identify these countries:				

PART II.--PURCHASES--Continued

When responding to questions, please indicate when your response varies by plumbing applications or industrial applications.

II-2. <u>Changes in purchasing patterns.</u>—Please indicate how the relative levels of your firm's purchases of seamless refined copper pipe and tube from different sources (both domestic and foreign) have changed in the last three years.

The United States China	☐ Decreased ☐ Increased ☐ Constant ☐ Fluctuated ☐ Decreased	
China	☐ Constant _	
China	☐ Fluctuated	
China		
China	Decreased	
	☐ Increased —	
	☐ Constant	
	☐ Fluctuated	
Mexico	Decreased	
	☐ Increased —	
	☐ Constant	
	☐ Fluctuated	
All other countries	Decreased	
	☐ Increased —	
	☐ Constant	
	☐ Fluctuated	

PART II.--PURCHASES--Continued

II-4. **Supplier identification.--**Please identify below the names and addresses of your firm's **FIVE** largest suppliers for seamless refined copper pipe and tube since 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of seamless refined copper pipe and tube that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

III-1.	Firm typeWhich of the following copper pipe and tube (check all that		chaser of seamless refined
	☐ End user ☐ Distributor ☐ Other (Describe:)
III-2.	Competition for salesIf you are tube, do you compete for sales to y you purchase seamless refined cop	our customers with the manufactur	
	□ No □ YesPle	ase describe	
III-3.	Types of customersIf your firm tube, what are the major types of cotube?		
III-4.	End usesIf your firm is an end uproducts for which your firm purch percentage of your total purchases end use, and the percentage of the teamless refined copper pipe and to	ases seamless refined copper pipe of seamless refined copper pipe and otal cost of the end use product that	and tube as an input, the d tube accounted for by each
	Product(s) you produce	Share of seamless refined copper pipe and tube you purchase that is used in this end use (percent)	Share of cost of this product accounted for by seamless refined copper pipe and tube (percent)
	1.		
	2.		
	3.		

III-5.	Demai	nd for end use p	oroducts						
	(a)	(a) If your firm is an end user of seamless refined copper pipe and tube, has the demand for your firm's final products incorporating seamless refined copper pipe and tube changed since 2007?							
		☐ Increased	☐ Decreased ☐	Fluctuated	☐ No change				
	(b)	Has this had a	ny effect on your firm's den	nand for seamle	ess refined copper pipe and tube?				
		□ No	YesPlease describe.						
III-6.	<u>Substi</u>	itutes							
		(a) Can other products be substituted for seamless refined copper pipe and tube? (ex. plastic tube (such as PEX or PVC), aluminum tube, and stainless steel tube).							
		☐ No	YesPlease complete	(b).					
	(b) Please list in order of importance any products that may be substituted for seamless recopper pipe and tube. For each possible substitute product, please give examples of applicand end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for seamless refined copper pipe and tube, and to what degree, a length of any time lag of such an effect.								
	Subs	stitute	Description	subst	hanges in the prices of this itute affected the price for refined copper pipe and tube?				
1.				□ No	YesPlease explain.				
2.				□ No	YesPlease explain.				
3.				□ No	YesPlease explain.				

Increased

pipe and tube.

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

111-/.	Demand trends					
	(a)	changed since 20		factors (such as subs	s refined copper pipe and tube stitution to and from other emand?	
		☐ Increased	Decreased	☐ Fluctuated	No change	

(b)	How has the demand outside the United States (if known) for seamless refined copper
	pipe and tube changed since 2007? What principal factors (such substitution to and from
	other products, changes in regulations, etc.) affect changes in demand?

Fluctuated

☐ No change

III-8.	Importance of purchasing domestic productIs buying a product that is produced in the
	United States an important factor in your firm's purchases of seamless refined copper pipe and
	tube (check ALL that apply)?

Decreased

□ No
YesPurchases of domestic product are required by law or regulation (for example,
government purchases under "Buy American" provisions). This involves percent of
all purchases of seamless refined copper pipe and tube.
YesPurchases of domestic product are not required by law or regulation, but are by your
customers. This involves percent of all purchases of seamless refined copper pipe
and tube.
YesPurchases of domestic product are required for other reasons (please specify these
reasons below). This involves percent of all purchases of seamless refined copper

III-9	Conditions of competition								
	(a) Is the seamless refined copper pipe and tube market subject to business cycles or conditions of competition distinctive to seamless refined copper pipe and tube?								
		☐ No	YesPlea	ase explain and esti	imate the duration of a	ny such cycle.			
	(b)	Has the emergence of new markets for seamless refined copper pipe and tube since 2007 affected the business cycles or conditions of competition distinctive to seamless refined copper pipe and tube?							
		☐ No ☐ YesPlease explain any such changes.							
III-10.	<u>Decisions based on producer.</u> Does your firm, and to the extent that you know, do your customers make purchasing decisions involving seamless refined copper pipe and tube based on the producer of the seamless refined copper pipe and tube you purchase?								
	Your fi	irm:	Always	Usually	Sometimes	Never			
	Your c	ustomers:	Always	Usually	Sometimes	Never			
	If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.								
	Your firm:								
	Your c	ustomers:							

III-11.	<u>Decisions based on country-of-origin.</u> Does your firm, and to the extent that you know, do your customers make purchasing decisions involving seamless refined copper pipe and tube based on the country of origin of the seamless refined copper pipe and tube you purchase?								
	Your firm:		Always	Usually	Sometimes	Never			
	Your c	ustomers:	Always	Usually	Sometimes	Never			
	If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.								
	Your firm:								
	Your customers:								
III-12.	Purchasing frequency								
	(a) How frequently do you make purchases?								
		☐ Daily	Weekly	Monthly	Quarterly A	Annually			
		Other (sp	ecify))					
	(b)	chasing patterns (e.g.,	frequency) since						
III-13.		er of supplier se? firn		w many suppliers	do you generally con	tact before making a			

III-14.	Supplie	er negotiations
	(a)	Do purchases of seamless refined copper pipe and tube usually involve negotiations between supplier and purchaser?
		☐ No ☐ YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.
	(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 ☐ YesSpecify the time period.
III-15.	Change	e in suppliersHave you changed suppliers since 2007?
	□ No	YesPlease 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.
III-16.		ppliers Are you aware of any new suppliers, either foreign or domestic, that have the market since 2007?
	□ No	YesPlease identify the firms and indicate how you became aware of them
	-	

III-17.	Supplier quali	<u>fication</u>							
	(a) Do you require your suppliers to be or to become certified or qualified to sell seamless refined copper pipe and tube to your firm?								
	☐ No	Yes	percent of pur	chases in 2009		Yesall purchases			
	(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)								
	(c) How long d	oes it take to q	ualify a new sup	plier? <u>da</u> y	'S.				
III-18.	<u>Failure to certify.</u> Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their seamless refined copper pipe and tube with your firm or have any producers lost their approved status?								
	No		se identify these why they failed			hey are located, and the on process.			
III-19.	<u>Supply constraints.</u> Since 2007, have any domestic or foreign producers refused, declined, or been unable to supply your firm with seamless refined copper pipe and tube (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, being unable to supply product due to patent constraints)?								
	No		se identify these ts involved and d			hey are located, the nt.			

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

III-20. <u>Purchasing factors.</u>--For the factors listed below, please rate each in terms of its importance in your purchase decision for seamless refined copper pipe and tube.

	Very important	Somewhat important	Not important
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standards			
Product range			
Reliability of supply			
Rebate program			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-21.	generally consic pipe and tube for prearranged con	dered by your firm in dee or any one order (exampl atracts, price, quality exc	in order of their important ciding from whom to purch les include current availabile deeding specifications or in- ier, rebate programs, etc.).	ase seamless refined copper lity, extension of credit,
	1			
	2	_		
	3			
	Other factors of	or comments:		
III-22.		teristicsWhat characteless refined copper pipe		sider when determining the
III-23.		lecisions based on price	How often does your fir	m purchase the seamless
		Usually	Sometimes	☐ Never
III-24.	refined copper p	oipe and tube market since a price change, either	ce 2007. A price leader is upward or downward, that	is followed by other firms, or
	(2) one or more have to be the lo the time period a upward or down	owest priced supplier. F in which a price change nward, and whether it co	was communicated, wheth	a price leader, please specify

III-25.	<u>Copper pricing.</u> Since 2007, how has the international trading (e.g. COMEX and LME) value of copper influenced the pricing of seamless refined copper pipe and tube?						
III-26.	<u>Rebates</u> Since 2007, have any domestic or foreign producers offered comparable rebates for your purchases of seamless refined copper pipe and tube? Please include any rebates related to your purchases of seamless refined copper pipe and tube that are paid to a related company, such as your parent company.						
	Yes NoPlease indicates which rebate programs are more favorable to your firm.						

PART IV.—PRODUCT COMPARISONS

IV-1.	Country knowled and tube for which					copper pipe			
	United States	;							
	China								
	☐ Mexico								
	Other countries (Please specify))								
IV-2.	Interchangeability by country-pairIs seamless refined copper pipe and tube produced in the United States and in other countries interchangeable (<i>i.e.</i> , 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹								
	Country-pair	China	Mexico	Canada	Malaysia	Other countries			
	United States								
	China								
	Mexico								
	Canada								
	Malaysia								
		ntry-pair producing please explain the				netimes or never			

PART IV.—PRODUCT COMPARISONS--Continued

pipe and tub	referencesDo you or your customers ever specifically order seamless refined coppe be from one country in particular over other possible sources of supply?
□ No	YesPlease 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 seamless refined copper pipe and tube from these countries is preferred over product from othe countries (please note the specific product in your response).
	y of merchandiseAre certain grades/types/sizes of seamless refined copper pipe an ole from only a single source (domestic or foreign, including both subject and countries)?
☐ No	YesPlease identify the source and the grade/type/size.
	roduct not based on priceIf you purchased seamless refined copper pipe and tube urce although a comparable product was available from another source at a lower

PART IV.—PRODUCT COMPARISONS -- Continued

IV-6. <u>Factor country comparisons.</u>--For the factors listed below, please rate how seamless refined copper pipe and tube produced in each country you identified in your response to the first question in Part IV compares with seamless refined copper pipe and tube produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	United	duct fi d State mpared duct fi	s d to	product from United States compared to product from Mexico			product from China compared to product from Mexico		
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Rebate program									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									
		П							

¹ A rating of superior on price and U.S. transportation costs indicatees that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS--Continued

IV-6. *Continued.*

	pro	duct fr	om	pro	duct fr	om	product from			
	compared to product from product from			compared to product from						
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Delivery terms										
Delivery time										
Discounts offered										
Extension of credit										
Price ¹										
Minimum quantity requirements										
Packaging										
Product consistency										
Quality meets industry standards										
Quality exceeds industry standards										
Product range										
Rebate program										
Reliability of supply										
Technical support/service										
U.S. transportation costs ¹										
Other (specify):										

PART IV.—PRODUCT COMPARISONS--Continued

IV-7.	Minimum quality						
	(a)	How often does domestically produced seamless refined copper pipe and tube meet minimum quality specifications for your uses or your customers' uses?					
		Always Usually		,	Sometimes Rarely of		or never
	(b)	How often does imported subject seamless refined copper pipe and tube meet minimum quality specifications for your uses or your customers' uses?					
		Sourc	e	Always	Usually	Sometimes	Rarely or never
		China					
		Mexico					
	(c)	How often does imported nonsubject seamless refined copper pipe and tube (<i>i.e.</i> , seamless refined copper pipe and tube from countries other than China and Mexico) meet minimum quality specifications for your uses or your customers' uses?					
		Sourc	e	Always	Usually	Sometimes	Rarely or never
		Canada					
		Malaysia					