

**PRODUCERS' QUESTIONNAIRE**  
**CERTAIN CIRCULAR WELDED CARBON QUALITY LINE PIPE**

*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 May 2, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with investigation No. TA-204-10, Certain Circular Welded Carbon Quality Line Pipe, under section 204(d) of the Trade Act of 1974 (19 U.S.C. 2254(d)). The information in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 204(d) of the Trade Act of 1974. 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 certain circular welded carbon quality line pipe (as defined in the instruction booklet) since January 1, 2000?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (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. In addition, the undersigned also authorizes the Commission to use in this investigation information submitted to the Commission in response to Commission questionnaires in investigations Nos. TA-201-70 and TA-204-5, and acknowledges that such information may be used by the Commission in this investigation in the same manner as information received in response to this questionnaire. The undersigned understands that the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President, should the Commission transmit a confidential version. 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 this investigation 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 investigation, 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**

Public reporting burden for this questionnaire is estimated to average 20 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. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 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 the production of welded carbon quality line pipe?

No           Yes--List the following information.

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

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

Further information on this part of the questionnaire can be obtained from Karen Taylor (202-708-4101; e-mail: ktaylor@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

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

II-2. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain circular welded carbon quality line pipe?

No  Yes--Name firm: \_\_\_\_\_

II-3. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production quantity or quality of certain circular welded carbon quality line pipe since March 1, 2000?

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

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

II-3. **CERTAIN CIRCULAR WELDED CARBON QUALITY LINE PIPE.**--Report your firm's production capability (capacity), production, shipments, inventories, and employment related to the production of certain circular welded carbon quality line pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) *Do NOT report data on excluded products (as defined in the instruction booklet) in this table.*

<b>(Quantity in short tons, value in \$1,000)</b>				
Item	Calendar years			January-February
	2000	2001	2002	2003
<b>AVG. PRODUCTION CAPABILITY</b> ( <i>quantity</i> )				
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )				
<b>PRODUCTION</b> ( <i>quantity</i> )				
<b>U.S. SHIPMENTS:</b>				
<b>Commercial shipments:</b>				
<i>Quantity</i> of commercial shipments				
<i>Value</i> of commercial shipments				
<b>Internal consumption:</b>				
<i>Quantity</i> of internal consumption/transfers				
<i>Value</i> <sup>1</sup> of internal consumption/transfers				
<b>Transfers to related firms:</b>				
<i>Quantity</i> of transfers to related firms				
<i>Value</i> <sup>1</sup> of transfers to related firms				
<b>EXPORT SHIPMENTS:<sup>2</sup></b>				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
<b>Average number of PRWs</b>				
<b>Hours worked by PRWs</b> ( <i>1,000 hours</i> )				
<b>Wages paid to PRWs</b> ( <i>value</i> )				
<b>END-OF-PERIOD INVENTORIES<sup>3</sup></b> ( <i>quantity</i> )				
<p><sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:</p>				
<p><sup>2</sup> Identify your principal export markets: _____</p>				
<p><sup>3</sup> <b>Reconciliation of data.</b>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>				
<p><input type="checkbox"/> Yes      <input type="checkbox"/> No--Please explain: _____</p>				

II-4. If you reported transfers to related firms in question II-3, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725; e-mail: dboyland@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

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

III-2. When does your fiscal year end (month and day)? \_\_\_\_\_

If your fiscal year changed during the periods for which data are being reported, explain below:

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III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

GAAP     Tax     Cash     Other (specify) \_\_\_\_\_

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does \_\_\_ or does not \_\_\_ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____ )		

My firm or parent does \_\_\_ or does not \_\_\_ prepare internal profit-and-loss reports on certain circular welded carbon quality line pipe operations which indicate the cost of production of such products.

My firm or parent does \_\_\_ or does not \_\_\_ prepare internal reports indicating the cost of production of certain circular welded carbon quality line pipe.

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

III-5. Operations on certain circular welded carbon quality line pipe.--Report the revenue and related cost

information requested below on the certain circular welded carbon quality line pipe operations of your U.S. establishment(s).<sup>1</sup> Note that sales to related firms must be valued at fair market value and purchases from related firms must be at cost. Identify and provide data for your **three** most recently completed fiscal years and the interim periods in chronological order from left to right.

<b>(Quantity in short tons, value in \$1,000)</b>			
Item	Fiscal years		
	FY _____	FY _____	FY _____
<b>Net sales quantities<sup>2</sup></b>			
Trade (excluding company transfers)			
Company transfers			
Total net sales quantities			
<b>Net sales value<sup>2</sup></b>			
Trade (excluding company transfers)			
Company transfers			
Total net sales values			
<b>Cost of goods sold:</b>			
Raw material			
Direct Labor			
Other factory costs			
Total costs of goods sold			
Gross profit or (loss)			
<b>Selling, general, and administrative expenses:</b>			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
<b>Other income and expenses:</b>			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before tax			
Depreciation/amortization included above			
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. circular-welded carbon quality line pipe operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the shipment values reported in Part II of this questionnaire.			

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

III-6. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on certain circular welded carbon quality line pipe, and the values of the property, plant, and equipment used in the production of certain circular welded carbon quality line pipe. Identify and provide data for your three most recently completed fiscal years in chronological order from left to right.

<b>(Value in \$1,000)</b>			
<b>Item</b>	<b>Fiscal years</b>		
	<b>FY _____</b>	<b>FY _____</b>	<b>FY _____</b>
<b>Capital expenditures</b>			
<b>Research and development expenditures</b>			
<b>Property, plant, and equipment:</b>			
<b>Original cost</b>			
<b>Book value</b>			

**PART IV.--COMPETITIVE EFFORTS AND ADJUSTMENTS**

Further information on this part of the questionnaire can be obtained from Karen Taylor (202-708-4101; e-mail: ktaylor@usitc.gov).

IV-1. Who should be contacted in your firm regarding the information requested in part V?

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

IV-2. Since March 1, 2000, has your firm undertaken any efforts to compete more effectively in the U.S. market for certain circular welded carbon quality line pipe?

No  Yes--Describe, as indicated below:

(1) any efforts of the types indicated which have been made by your firm and/or its workers since March 1, 2000 to compete more effectively, (2) the period (month(s) and year(s)) in which the effort was made, (3) the expenditure or savings involved (in thousands of dollars), and (4) the effectiveness of your efforts, including any competitive advantage acquired (i.e., increased production, cost reduction, quality improvement, increased market share or sales, etc.).

**ATTACH ADDITIONAL PAGES IF NECESSARY.** If you feel that any of these efforts have been made primarily to compete with sales of imported certain circular welded carbon quality line pipe, please indicate this with an asterisk and give the reasons to support your beliefs. To the extent possible, furnish the Commission with memoranda, studies, or other documentation which indicate that such competitive efforts were undertaken primarily against imports of certain circular welded carbon quality line pipe. In responding to the questions in this section, please refer to the specifics of the detailed adjustment plans submitted by your firm (in questionnaires and briefs) during investigation No. TA-201-70, circular welded carbon quality line pipe.

EFFORTS TO COMPETE	PERIOD	EXPENSE (\$1,000)	EFFECTIVENESS OF EFFORTS/COMPETITIVE ADVANTAGE ACQUIRED
Investments made:			
Cost reductions with existing equipment:			



**PART IV.--COMPETITIVE EFFORTS AND ADJUSTMENTS --Continued**

<b>EFFORTS TO COMPETE</b>	<b>PERIOD</b>	<b>EXPENSE (\$1,000)</b>	<b>EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED</b>
Diversifications/expansions:			
Mergers and consolidations:			
New products developed or new applications for existing products:			
Organizational changes:			
Changes in production practices:			
Marketing changes U.S. and foreign markets:			

**PART IV.--COMPETITIVE EFFORTS AND ADJUSTMENTS --Continued**

<b>EFFORTS TO COMPETE</b>	<b>PERIOD</b>	<b>EXPENSE (\$1,000)</b>	<b>EFFECTIVENESS OF EFFORTS/ COMPETITIVE ADVANTAGE ACQUIRED</b>
Changes in pension liabilities, healthcare, and union contracts:			
All other efforts made by firm or workers (identify which) to compete:			

**PART V.--PRICE DATA**

Further information on this part of the questionnaire can be obtained from Catherine DeFilippo (202-205-3253 or cdefilippo@usitc.gov).

Who should be contacted regarding the requested pricing and related information?

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

This section requests quarterly price and quantity data concerning the following certain circular welded carbon quality line pipe product produced by your firm and sold during January 2000-March 2003:

**API 5L B welded pipe, 12 inch nominal size (12.75 inch outside diameter), plain end with wall thickness of 0.375 inch**

Note: Include data on line pipe certified to API specifications regardless of additional specifications (eg. ASTM A-53 standard pipe specifications).

Please note that values should be based on the U.S. point of shipment (f.o.b.), be net of all discounts and rebates (including end-of-quarter and end-of-year volume rebates), and **exclude** U.S.-inland transportation costs for delivery to the customer.

<b>Period</b>	<b>Quantity (short tons)</b>	<b>F.o.b. value (dollars)</b>
<b>2000: Jan.-Mar.</b>		
<i>Apr.-June</i>		
<i>July-Sept.</i>		
<i>Oct.-Dec.</i>		
<b>2001: Jan.-Mar.</b>		
<i>Apr.-June</i>		
<i>July-Sept.</i>		
<i>Oct.-Dec.</i>		
<b>2002: Jan.-Mar.</b>		
<i>Apr.-June</i>		
<i>July-Sept.</i>		
<i>Oct.-Dec.</i>		
<b>2003: Jan.-Mar.</b>		
<b><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:</b>		
_____		
_____		
_____		