

PRODUCERS' QUESTIONNAIRE
LIGHT-WALLED RECTANGULAR PIPE AND TUBE FROM MEXICO AND TURKEY

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 July 14, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning light-walled rectangular ("LWR") pipe and tube from Mexico and Turkey (invs. Nos. 731-TA-1054 and 1055 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm produced LWR pipe and tube (as defined in the instruction booklet) at any time since January 1, 2001?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

PART I.--GENERAL QUESTIONS

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-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.

I-3. Do you support or oppose the petition with respect to:

Mexico?

Turkey?

Support

Support

Oppose

Oppose

Take no position

Take no position

Please explain:

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes

No (that is, I do not wish my position on the petition to be made public)

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 importing LWR pipe and tube from Mexico and/or Turkey into the United States or which are engaged in exporting LWR pipe and tube from Mexico and/or Turkey to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of LWR pipe and tube?

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 Fred Ruggles (202-205-3187; fred.ruggles@usitc.gov). **Unless otherwise specified, 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.

E-mail address

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of LWR pipe and tube since January 1, 2001?

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of LWR pipe and tube?

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of capacity data</u>
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<hr/>	<hr/>
<hr/>	<hr/>

II-4. Describe the extent of any equipment modifications and related downtime involved in shifting between production of LWR pipe and tube (as defined in the instruction booklet) and production of other products made in your establishment.

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

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

II-6. Does your firm produce other products using the same production and related workers employed to produce LWR pipe and tube?

No Yes--List the following information.

<u>Product</u>	<u>Basis for allocation of employment data</u>
_____	_____
_____	_____

II-7. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of LWR pipe and tube?

No Yes--Name firm: _____

II-8. Does your firm produce LWR pipe and tube in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-9. Since January 1, 2001, has your firm imported LWR pipe and tube?

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

II-10. **COMPARABILITY OF LWR PIPE AND TUBE.**--Please describe the differences and similarities between **BLACK** LWR pipe & tube and **CORROSION-RESISTANT** LWR pipe & tube for the following factors: (a) **physical properties**; (b) **manufacturing processes**--where and how they are made, and whether there are common facilities and employees; (c) **end uses**--include a discussion of the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) **channels of distribution**--describe the specific customer requirements and channels of distribution/market situation in which the products are sold; and (e) **price**. Use additional pages as necessary.

(a) Physical properties:

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

II-10. **COMPARABILITY OF LWR PIPE AND TUBE.**-Continued.

(b) Manufacturing processes:

(c) End uses:

(d) Channels of distribution/customers:

(e) Price:

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

II-11. Are there any types of LWR pipe and tube that U.S. manufacturers do not currently produce (or during the period of investigation did not produce), which must be imported into the U.S. market from Mexico and/or Turkey? When considering "types" consider physical composition, method of manufacture, specification standards, size, or any other key characteristics such that it is "frequently" used for different end-uses than those produced in the U.S.

No Yes-- (a) Please identify the product(s) (including type and size), their uses, and sources:

Not produced

Not produced in commercial quantities

II-12. Please discuss the impact of the following developments with respect to your firm's LWR pipe and tube operations since January 1, 2001 (use additional pages as necessary):

a) the imposition, modification, and termination of the U.S. safeguard tariffs on LWR pipe and tube--

b) the imposition, modification, and termination of the U.S. safeguard tariffs on flat-rolled steel--

c) the closure or relocation of LWR pipe and tube pipe capacity in the United States generally as well as on a regional basis (please identify firms and time frames involved)--

d) demand trends among key end users--

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

II-13A. **BLACK LWR PIPE AND TUBE.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **black** LWR pipe and tube in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar Years			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

¹ The production capability (see definitions in the instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary):

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-13B. **CORROSION-RESISTANT LWR PIPE AND TUBE.**-- Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **corrosion-resistant** LWR pipe and tube in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar Years			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

¹ The production capability (see definitions in the instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary):

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-14. If you reported transfers to related firms in questions II-13A and II-13B, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-15. **PRE-PRIMERED LWR PIPE AND TUBE.**--Please report your firm's U.S. shipments (internal consumption/related party transfers and commercial shipments) of your firm's U.S.-produced pre-primered LWR pipe and tube for the periods below.

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
<i>Quantity</i>					
<i>Value</i>					

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

II-16. **PURCHASES.**--Other than direct imports, has your firm otherwise purchased LWR pipe and tube since January 1, 2001? (See definitions in the instruction booklet.)

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

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BLACK LWR PIPE & TUBE PURCHASES FROM :¹					
U.S. IMPORTERS² OF PRODUCT FROM--					
MEXICO:					
<i>Quantity</i>					
<i>Value</i>					
TURKEY:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

Table continued on next page.

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

II-16. **PURCHASES**--Continued

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
CORROSION-RESISTANT LWR PIPE & TUBE PURCHASES FROM:³					
U.S. IMPORTERS⁴ OF PRODUCT FROM--					
MEXICO:					
<i>Quantity</i>					
<i>Value</i>					
TURKEY:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
DOMESTIC PRODUCERS:⁴					
<i>Quantity</i>					
<i>Value</i>					
OTHER SOURCES:⁴					
<i>Quantity</i>					
<i>Value</i>					
³ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
⁴ Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>					

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

II-17. **U.S. SHIPMENTS BY GEOGRAPHIC REGION.**—Please report your firm’s U.S. shipments (U.S. commercial shipments plus internal consumption/company transfers) of LWR pipe and tube produced by your firm, by the geographic regions listed below. Please note that the data should reconcile with U.S. shipments data reported in sections II-13.

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BLACK LWR PIPE & TUBE:					
East region: ¹ <i>Quantity</i>					
<i>Value</i>					
Gulf region: ¹ <i>Quantity</i>					
<i>Value</i>					
Midwest region: ¹ <i>Quantity</i>					
<i>Value</i>					
Western region: ¹ <i>Quantity</i>					
<i>Value</i>					
All other regions: <i>Quantity</i>					
<i>Value</i>					
CORROSION-RESISTANT LWR PIPE & TUBE:					
East region: ¹ <i>Quantity</i>					
<i>Value</i>					
Midwest region: ¹ <i>Quantity</i>					
<i>Value</i>					
Gulf region: ¹ <i>Quantity</i>					
<i>Value</i>					
Western region: ¹ <i>Quantity</i>					
<i>Value</i>					
All other regions: <i>Quantity</i>					
<i>Value</i>					

¹ The **East region** includes the states of Florida, Georgia, Maryland, North Carolina, South Carolina, and Virginia, ; the **Gulf region** includes the states of Alabama, Louisiana, Mississippi, Oklahoma, and Texas; ; the **Midwest region** includes the states of Arkansas, Illinois, Indiana, Iowa, Kansas, and Tennessee; and the **Western region** includes the states of Arizona, California , Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost (202-205-3432; e-mail: charles.yost@usitc.gov). **If your firm was involved in tolling (as toller or tollee) of LWR pipe and tube since January 1, 2001, please contact Charles Yost immediately. Also, financial information requested in Part III for interim periods January-June 2003 and January-June 2004 are due on July 28, 2004. All other financial information is due on July 14, 2004, with the other sections of the questionnaire.**

III-1. Who should be contacted regarding the requested financial information? List the names, titles, and phone numbers, including extensions, of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____
Name and title

Phone No./Extension E-mail address

Your company's World Wide Website: _____

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 periods for which data are being reported, explain below:

- B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include the subject merchandise _____
- 2. Does your firm prepare profit/loss statements for the subject merchandise: yes ___ no ___
- 3. How often does your firm (or parent) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below:
Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
Monthly ___ Quarterly ___ Semi-annually ___ Annually ___
Accounting basis: GAAP ___ cash ___ tax ___ Other comprehensive (specify) _____

Note: the Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

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

b) Identify your firm's inventory cost assumption: FIFO ___ LIFO ___ Other (describe) _____

III-4. Briefly describe your questionnaire submission methodology, including the allocation basis, if any, for COGS, SG&A, interest expense, and other income and expenses. Please indicate whether, how, and when that methodology might have changed during January 2001-June 2004.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced LWR pipe and tube, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s) **Share of sales**

III-6A. **Operations on BLACK LWR pipe and tube.**--Report the revenue and related cost information requested below on the **black** LWR pipe and tube operations of your U.S. establishment(s) producing LWR pipe and tube.¹ 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	20__	20__	20__	2003	2004
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

III-6B. **Operations on CORROSION-RESISTANT LWR pipe and tube.**--Report the revenue and related cost information requested below on the **corrosion-resistant** LWR pipe and tube operations of your U.S. establishment(s) producing LWR pipe and tube.¹ 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 three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	20__	20__	20__	2003	2004
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-7. RAW MATERIALS used in your operations on LWR pipe and tube.—This section is attempting to determine the effects of section 201 remedies and increases in steel costs on your firm's income reported in sections III-6. Report below your firm's purchases for the specified calendar quarters. **Report separately for hot-rolled, cold-rolled, and galvanized sheet in coils. Photocopy this page as necessary.**

Hot-rolled Cold-rolled Galvanized

Period ¹	Quantity purchased (1,000 short tons)	Purchase cost (\$1,000)	Number of suppliers
2001: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2002: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2003: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2004: Jan.-Mar.			
Apr.-Jun.			

¹ Please indicate the time lag between purchases shown above and raw material costs that are matched to LWR pipe and tube revenues reported in sections III-6 (e.g., raw materials are purchased, received, and processed to become LWR pipe and tube inventory, and the inventory costs are matched against LWR pipe and tube sales revenues reported in sections III-6; is this time lag 1 week, 1 month, or other period, on average?)

a) Did your firm change suppliers or increase/decrease the number of raw material suppliers during the periods? If so, why?

PART III.--FINANCIAL INFORMATION--Continued

III-7. *Continued.*

b) Did your firm experience difficulty in obtaining supply of the raw material used in your production of LWR pipe and tube? If yes, please explain.

c) Please comment on whether the steel safeguard measures (Section 201 relief) were the primary cause of price changes of your raw material input. What other factors caused raw material prices to change?

III-8. **ENERGY COSTS in your operations on LWR pipe and tube.**—This section is attempting to determine the effects of changes in electricity and natural gas costs on your firm's income as reported in sections III-6. Please provide below a breakout of energy costs reported in sections III-6 for the specified calendar quarters:

<i>(Value in \$1,000)</i>					
Item	Fiscal years ended--			January-June	
	20__	20__	20__	2003	2004
Energy costs:¹					
Black LWR pipe and tube					
Corrosion-resistant LWR pipe and tube					
¹ Please identify where energy costs are classified in sections III-6. _____ _____ _____					

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Capital expenditures, research and development expenditures, and asset values.**--Report your firm's capital expenditures and research and development expenditures on LWR pipe and tube, and the values of the property, plant, and equipment used in the production of LWR pipe and tube, including black pipe, galvanized, and coated other than galvanized. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	20__	20__	20__	2003	2004
BLACK LWR PIPE & TUBE PRODUCTS:					
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					
CORROSION-RESISTANT LWR PIPE & TUBE PRODUCTS:					
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

PART III.--FINANCIAL INFORMATION--Continued

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

BLACK LWR pipe & tube

CORROSION-RESISTANT LWR pipe & tube

<i>(Value in \$1,000)</i>				
Value of	Fiscal years ended--			
	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:				
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories				
D. Short-term investments				
E. Prepaid expenses				
F. Property held for resale				
G. Other (describe _____)				
H. Total current assets (lines 1.A. through 1.G.)				
2. Notes receivable				
3. Long-term investments				
4. Property, plant, and equipment				
A. Original cost of property, plant, and equipment				
B. Less: Accumulated depreciation				
C. Equals: Book value of property, plant, and equipment				
5. Goodwill				
6. Other (describe _____)				
7. Other (describe _____)				
8. Total assets (lines 1.H., 2, 3, 4.C., 5, 6, and 7)				

PART III.--FINANCIAL INFORMATION--Continued

III-11. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of LWR pipe and tube from Mexico and/or Turkey? **Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT products.**

No

Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

If your firm has answered "Yes" to any of the items above, please provide on a separate sheet specific information regarding the actual negative effects, including (1) the exact nature and timing of the action that your firm would have taken but for the imports of LWR pipe and tube from Mexico and/or Turkey, and (2) an explanation of why imports from Mexico and/or Turkey caused the action not to be taken.

III-12. Does your firm anticipate any negative impact of imports of LWR pipe and tube from Mexico and/or Turkey?

No

Yes--My firm anticipates negative effects as follows (**please indicate if your response differs for BLACK vs. CORROSION-RESISTANT products**):

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Robert Hughes** (202-205-3296 or robert.hughes@usitc.gov).

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

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the LWR pipe and tube products listed below during January 2001-June 2004.

Product 1.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, not pickled and oiled, 16 gauge or .065 inch +/- 10% wall, ½ square to one inch square, or in rectangular circumferences of two inches to four inches, lengths of 20 to 24 feet.

Product 2.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, pickled and oiled, 16 gauge or .065 inch +/- 10% wall, ½ square to one inch square, or in rectangular circumferences of two inches to four inches, lengths of 20 to 24 feet.

Product 3.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, not pickled and oiled, 11 gauge or .120 inch +/- 10% wall, one inch square to four inches square, or in rectangular circumferences of four inches to sixteen inches, lengths of 20 to 24 feet.

Product 4.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, not pickled and oiled, 14 gauge or .083 inch +/- 10% wall, one inch square to four inches square, or in rectangular circumferences of four inches to sixteen inches, lengths of 20 to 24 feet.

Product 5.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), 16 gauge or .065 inch +/- 10% wall, galvanized, one inch square, lengths of 20 to 24 feet.

Product 6.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental) tubing, galvanized, 2.5 inch square, 0.083 nominal wall thickness (+ or – 10 percent) (14 gauge), lengths of 20 to 24 feet.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Note: for section IV-B please indicate if your response differs for BLACK vs. CORROSION-RESISTANT products.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of LWR pipe and tube (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced LWR pipe and tube (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic LWR pipe and tube usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced LWR pipe and tube are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(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-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of LWR pipe and tube? _____

IV-B-6. What is the approximate cost for transporting LWR pipe and tube from your firm's plant to the following regions (see section II-17, footnote 1 for definitions of regions): East region: \$ ___ short ton; Gulf region: \$ ___ short ton; Midwest region: \$ ___ short ton; and Western region: \$ ___ short ton. Who generally arranges the transportation to your customers' locations? Your firm or your purchasers (check one).

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

Note: for section IV-B please indicate if your response differs for BLACK vs. CORROSION-RESISTANT products.

IV-B-7. What other products may be substitutes for LWR pipe and tube?

IV-B-8. Describe the end uses of the LWR pipe and tube that you manufacture. For each end use product, what percentage of the total cost is accounted for by LWR pipe and tube?

IV-B-9. How has the demand within the United States (and outside the United States if known) for LWR pipe and tube changed since January 1, 2001? What were the principal factors affecting changes in demand?

IV-B-10. Have there been any significant changes in the product range or marketing of LWR pipe and tube in the past five years?

No Yes--Please describe.

IV-B-11. Does your firm sell LWR pipe and tube over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of LWR pipe and tube in 2003 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

<p>IV-B-12. Is LWR pipe and tube 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 <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.</p>				
Black LWR pipe and tube¹				
Country-pair	United States	Mexico	Turkey	Other countries
United States				
Mexico				
Turkey				
Other countries				
<p>¹ For any country-pair producing Black LWR pipe and tube which is <i>sometimes</i> or <i>never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/>				
Corrosion-Resistant LWR pipe and tube²				
Country-pair	United States	Mexico	Turkey	Other countries
United States				
Mexico				
Turkey				
Other countries				
<p>² For any country-pair producing Corrosion-Resistant LWR pipe and tube which is <i>sometimes</i> or <i>never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/>				

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

IV-B-13. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between LWR pipe and tube produced in the United States and in other countries a significant factor in your firm's sales of the products? 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.

Black LWR pipe and tube¹				
Country-pair	United States	Mexico	Turkey	Other countries
United States				
Mexico				
Turkey				
Other countries				

¹ For any country-pair producing Black LWR pipe and tube which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

Corrosion-Resistant LWR pipe and tube²				
Country-pair	United States	Mexico	Turkey	Other countries
United States				
Mexico				
Turkey				
Other countries				

² For any country-pair producing Corrosion-Resistant LWR pipe and tube which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for LWR pipe and tube during 2001-2003. 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 LWR pipe and tube that each of these customers accounted for in 2003. Please include the largest customers for both black and corrosion-resistant LWR pipe and tube products, indicating whether the customer purchases both products.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)	Product type ¹
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

¹ "B" = Black LWR pipe and tube; and "C" = Corrosion-Resistant LWR pipe and tube.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2001: Did your firm lose sales of LWR pipe and tube to imports of these products from Mexico and/or Turkey?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Please report separately for BLACK and CORROSION-RESISTANT products.

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (Short tons)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value--dollars)