

IMPORTERS' QUESTIONNAIRE

**CARBON AND ALLOY SEAMLESS STANDARD, LINE, AND
PRESSURE PIPE FROM THE CZECH REPUBLIC, JAPAN,
MEXICO, ROMANIA, AND SOUTH AFRICA**

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 January 9, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain seamless carbon and alloy steel standard, line, and pressure pipe from the Czech Republic, Japan, Mexico, Romania, and South Africa (inv. Nos. 731-TA-846-850 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

Has your firm imported carbon and alloy seamless standard, line, and pressure pipe ("CASSLP pipe") (as defined in the instruction booklet) at any time since January 1, 2000?

- 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 these reviews 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 these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form. _____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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 CASSLP pipe from Czech Republic, Japan, Mexico, Romania, or South Africa into the United States or which are engaged in exporting CASSLP pipe from Czech Republic, Japan, Mexico, Romania, or South Africa 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 importing CASSLP pipe from countries other than Czech Republic, Japan, Mexico, Romania, or South Africa into the United States or which are engaged in exporting CASSLP pipe from countries other than Czech Republic, Japan, Mexico, Romania, or South Africa to the United States?

No Yes--List the following information.

<u>Country/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 CASSLP pipe?

No Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on CASSLP pipe. More than one answer may be applicable.

- Importer of record Takes title to the imported product(s)
- Consignee of the imported product(s) Customs broker or freight forwarder

I-8. If your firm is an importer of record of CASSLP pipe but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-9. Please indicate whether your firm enters CASSLP pipe into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes--list location(s):

Bonded warehouses No Yes--list location(s):

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of CASSLP pipe in the future?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of CASSLP pipe in the future if the antidumping duty orders on CASSLP pipe from Czech Republic, Japan, Mexico, Romania, or South Africa were to be revoked?

- No
- Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm imported or arranged for the importation of CASSLP pipe from Czech Republic, Japan, Mexico, Romania, or South Africa for delivery after September 30, 2005?

- No
- Yes--Indicate when such orders are to be delivered, the country of origin of the imports, and the quantities involved.

Country of origin of imports	Quantity (<i>short tons</i>)	Outside diameter (<i>large or small</i>)	Date of delivery

II-6. If your firm also produces CASSLP pipe in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of **small diameter carbon steel standard, line, and pressure pipe** imported by your firm during the period specified below. (See definitions in the instruction booklet.) **Report separately for each subject country and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Czech Republic Japan Romania South Africa All other sources combined¹

(Quantity in short tons, value in \$1,000)							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
BEGINNING-OF-PERIOD INVENTORIES (quantity)							
IMPORTS:²							
Quantity of imports							
Value of imports							
U.S. SHIPMENTS:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
Internal consumption/company transfers:							
Quantity of internal consumption/transfers							
Value ³ of internal consumption/transfers							
EXPORT SHIPMENTS:⁴							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES⁵ (quantity)							
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)							
U.S. SHIPMENTS TO END USERS (quantity)							
¹ Please identify these sources: _____ _____							
² Please identify the foreign producers, if known: _____ _____							
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis below: _____ _____							
⁴ Identify your principal export markets: _____ _____							
⁵ Reconciliation of data --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____							

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

II-7b. **IMPORTS BY SOURCE**.--Report your firm's imports and your firm's shipments and inventories of **small diameter alloy steel standard, line, and pressure pipe** imported by your firm during the period specified below. (See definitions in the instruction booklet.) **Report separately for each subject country and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Czech Republic Japan Romania South Africa All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)							
IMPORTS:²							
<i>Quantity</i> of imports							
<i>Value</i> of imports							
U.S. SHIPMENTS:							
Commercial shipments:							
<i>Quantity</i> of commercial shipments							
<i>Value</i> of commercial shipments							
Internal consumption/company transfers:							
<i>Quantity</i> of internal consumption/transfers							
<i>Value</i> ³ of internal consumption/transfers							
EXPORT SHIPMENTS:⁴							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)							
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)							
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)							
¹ Please identify these sources: _____ _____							
² Please identify the foreign producers, if known: _____ _____							
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis below: _____ _____							
⁴ Identify your principal export markets: _____ _____							
⁵ Reconciliation of data .--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____							

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

II-7c. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of **large diameter carbon steel standard, line, and pressure pipe** imported by your firm during the period specified below. (See definitions in the instruction booklet.) **Report separately for each subject country and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Japan
 Mexico
 All other sources combined¹

(Quantity in short tons, value in \$1,000)							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
BEGINNING-OF-PERIOD INVENTORIES (quantity)							
IMPORTS:²							
Quantity of imports							
Value of imports							
U.S. SHIPMENTS:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
Internal consumption/company transfers:							
Quantity of internal consumption/transfers							
Value ³ of internal consumption/transfers							
EXPORT SHIPMENTS:⁴							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES⁵ (quantity)							
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)							
U.S. SHIPMENTS TO END USERS (quantity)							
¹ Please identify these sources: _____ _____							
² Please identify the foreign producers, if known: _____ _____							
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis below: _____ _____							
⁴ Identify your principal export markets: _____ _____							
⁵ Reconciliation of data --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____							

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

II-7d. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of **large diameter alloy steel standard, line, and pressure pipe** imported by your firm during the period specified below. (See definitions in the instruction booklet.) **Report separately for each subject country listed and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Japan
 Mexico
 All other sources combined¹

(Quantity in short tons, value in \$1,000)							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
BEGINNING-OF-PERIOD INVENTORIES (quantity)							
IMPORTS:²							
Quantity of imports							
Value of imports							
U.S. SHIPMENTS:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
Internal consumption/company transfers:							
Quantity of internal consumption/transfers							
Value ³ of internal consumption/transfers							
EXPORT SHIPMENTS:⁴							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES⁵ (quantity)							
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)							
U.S. SHIPMENTS TO END USERS (quantity)							
¹ Please identify these sources: _____ _____							
² Please identify the foreign producers, if known: _____ _____							
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis below: _____ _____							
⁴ Identify your principal export markets: _____ _____							
⁵ Reconciliation of data --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____							

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

II-8. Describe the significance of the existing antidumping duty orders covering imports of CASSLP pipe from Czech Republic, Japan, Mexico, Romania, or South Africa in terms of their effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

(a) Large diameter standard, line, and pressure pipe (Japan and Mexico)

(b) Small diameter standard, line, and pressure pipe (the Czech Republic, Japan, Romania, South Africa)

II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of CASSLP pipe in the future if the antidumping duty orders on CASSLP pipe from Czech Republic, Japan, Mexico, Romania, or South Africa were to be revoked?

(a) Large diameter standard, line, and pressure pipe (Japan and Mexico)

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

(b) Small diameter standard, line, and pressure pipe (the Czech Republic, Japan, Romania, South Africa)

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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

II-10a. **COMPARABILITY OF SMALL DIAMETER CARBON STEEL STANDARD, LINE, AND PRESSURE PIPE AND SMALL DIAMETER ALLOY STEEL STANDARD, LINE, AND PRESSURE PIPE.**—Please describe the differences and similarities between small diameter carbon steel standard, line, and pressure pipe and small diameter alloy steel standard, line, and pressure pipe with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-10b. **COMPARABILITY OF LARGE DIAMETER CARBON STEEL STANDARD, LINE, AND PRESSURE PIPE AND LARGE DIAMETER ALLOY STEEL STANDARD, LINE, AND PRESSURE PIPE.**—Please describe the differences and similarities between large diameter carbon steel standard, line, and pressure pipe and large diameter alloy steel standard, line, and pressure pipe with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2000-September 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1: Seamless pipe single-, double-, or triple-stenciled to meet ASTM A-106 Grade B, ASTM A-53 Grade B, and API 5L Grade B specifications; 1" nominal size (1.315" OD X 0.179" wall thickness); plain ends; schedule 80.

Product 2: Seamless pipe triple-stenciled (or more) to meet ASTM A-106 Grade B, ASTM A-53 Grade B, and API 5L Grade B specifications; 4" nominal size (4.5" OD X 0.337" wall thickness); plain ends; schedule 80.

Product 3: Seamless pipe triple-stenciled (or more) to meet ASTM-A-106 Grade B, ASTM-A-53 Grade B, and API 5L Grade B specifications; 3" nominal size (3.5" OD X 0.3" wall thickness); plain ends; schedule 80.

Product 4: Seamless pipe triple-stenciled (or more) to meet ASTM-A-106 Grade B, ASTM-A-53 Grade B, and API 5L Grade B specifications; 6.625" OD X 0.432" wall thickness; plain ends.

Product 5: Seamless pipe stenciled to meet API 5L Grade X-52 specifications; 12" OD X 0.500" wall thickness; plain ends.

Product 6: Seamless pipe stenciled to meet API 5L Grade X-70 specifications; 8.625" OD X 0.875" wall thickness; plain ends.

Product 7: Seamless pipe 12.75" OD x 0.875" wall thickness; API 5L Grade X-65 specifications; produced with a chemistry of low carbon (0.07 min carbon to 0.11 max).

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported.

Please report the requested data for products 1-3 for your firm's U.S. shipments of product from the Czech Republic, Japan, Romania, and South Africa. Please report the requested data for products 4-7 for your firm's U.S. shipments of products from Japan and Mexico.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.--PRICE DATA--Continued

- Product 1 Product 2 Product 3 Product 4 Product 5 Product 6 Product 7
 Czech Republic Japan Mexico Romania South Africa

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	f.o.b. Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
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		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
¹ 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. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS

In responding to the following questions, please indicate if your responses differ for carbon and alloy pipe.

Has your firm imported small diameter CASSLP since 2000?

No--Please skip to section III-C. Yes--Please complete section III-B.

III-B-1. Please describe how your firm determines the prices that it charges for sales of small diameter CASSLP pipe (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.

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

III-B-3. What are your firm's typical sales terms for small diameter CASSLP pipe imported from Czech Republic, Japan, Romania, or South Africa (e.g., 2/10 net 30 days)? _____
On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its small diameter CASSLP pipe imported from Czech Republic, Japan, Romania, or South Africa in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of small diameter CASSLP pipe?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of small diameter CASSLP pipe that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

III-B-9. What is the geographic market area in the United States served by your firm's small diameter CASSLP pipe?

- National (all regions)
- East Gulf Coast Great Lakes West
- Other (describe) _____

III-B-10. Describe the three most common end uses of the small diameter CASSLP pipe that you import from Czech Republic, Japan, Romania, or South Africa.

End use (carbon)

End use (alloy)

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-11. Have there been any changes in the end uses of small diameter CASSLP pipe since 2000?

- No Yes--Please describe.

III-B-12. Do you anticipate any changes in terms of the end uses of small diameter CASSLP 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.

III-B-13. (a) Please list in order of importance any products that may be substituted for small diameter CASSLP 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 products affected the price for small diameter CASSLP pipe?

- No Yes--To what degree do changes in their prices affect the price for small diameter CASSLP pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of small diameter CASSLP pipe or final end use?

III-B-14. Have there been any changes in the number or types of products that can be substituted for small diameter CASSLP pipe since 2000?

- No Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for small diameter CASSLP 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-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for small diameter CASSLP pipe during January 2000-September 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced small diameter CASSLP pipe in the U.S. market since 2000?

- 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-B-18. (a) Do you anticipate any changes in terms of the availability of small diameter CASSLP pipe imported from Czech Republic, Japan, Romania, or South Africa in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-19. Has the availability of NONSUBJECT imported small diameter CASSLP pipe changed since 2000?

No Yes--Please explain.

III-B-20. Describe how easily your firm can shift its sales of small diameter CASSLP pipe between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting small diameter CASSLP pipe between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of small diameter CASSLP pipe since 2000?

No Yes--Please describe and quantify if possible.

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of small diameter CASSLP pipe in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes--Please identify, including the time period.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-23a. How has demand within the United States for small diameter CASSLP pipe changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

III-B-23b. How has demand outside the United States for small diameter CASSLP pipe changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

III-B-24. Do you anticipate any future changes in small diameter CASSLP 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-B-25. Please compare market prices of small diameter CASSLP pipe in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss small diameter CASSLP pipe supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Czech Republic, Japan, Romania, or South Africa, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

III-B-27. Are your exports of small diameter CASSLP pipe subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2000, or that are expected to occur in the future.

III-B-28. Does your firm sell small diameter CASSLP pipe over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of small diameter CASSLP pipe in 2004 accounted for by internet sales.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-29. Is small diameter CASSLP pipe produced in the United States and in other countries interchangeable (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.¹

Country-pair	United States	Czech Republic	Japan	Romania	South Africa	Other countries
United States						
Czech Republic						
Japan						
Romania						
South Africa						

¹ For any country-pair producing small diameter CASSLP pipe which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--SMALL DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between small diameter CASSLP pipe 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.¹

Country-pair	United States	Czech Republic	Japan	Romania	South Africa	Other Countries
United States						
Czech Republic						
Japan						
Romania						
South Africa						

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of small diameter CASSLP pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS

In responding to the following questions, please indicate if your responses differ for carbon and alloy pipe.

Has your firm imported large diameter CASSLP since 2000?

- No Yes--Please complete section III-C.

III-C-1. Please describe how your firm determines the prices that it charges for sales of large diameter CASSLP pipe (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.

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

III-C-3. What are your firm's typical sales terms for large diameter CASSLP pipe imported from Japan or Mexico (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-C-4. Approximately what share of your firm's sales of its large diameter CASSLP pipe imported from Japan or Mexico in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-C-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-C-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-C-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of large diameter CASSLP pipe?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-C-8. (a) What is the approximate percentage of the total delivered cost of large diameter CASSLP pipe that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

III-C-9. What is the geographic market area in the United States served by your firm's large diameter CASSLP pipe?

- National (all regions)
- East Gulf Coast Great Lakes West
- Other (describe) _____

III-C-10. Describe the three most common end uses of the large diameter CASSLP pipe that you import from Japan or Mexico.

End use (carbon)

End use (alloy)

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-C-11. Have there been any changes in the end uses of large diameter CASSLP pipe since 2000?

No Yes--Please describe.

III-C-12. Do you anticipate any changes in terms of the end uses of large diameter CASSLP 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.

III-C-13. (a) Please list in order of importance any products that may be substituted for large diameter CASSLP 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 products affected the price for large diameter CASSLP pipe?

No Yes--To what degree do changes in their prices affect the price for large diameter CASSLP pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of large diameter CASSLP pipe or final end use?

III-C-14. Have there been any changes in the number or types of products that can be substituted for large diameter CASSLP pipe since 2000?

No Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-C-15. Do you anticipate any changes in terms of the substitutability of other products for large diameter CASSLP 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-C-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for large diameter CASSLP pipe during January 2000-September 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-C-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced large diameter CASSLP pipe in the U.S. market since 2000?

- 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-C-18. (a) Do you anticipate any changes in terms of the availability of large diameter CASSLP pipe imported from Japan or Mexico in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-C-19. Has the availability of NONSUBJECT imported large diameter CASSLP pipe changed since 2000?

- No Yes--Please explain.

III-C-20. Describe how easily your firm can shift its sales of large diameter CASSLP pipe between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting large diameter CASSLP pipe between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-C-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of large diameter CASSLP pipe since 2000?

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

III-C-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of large diameter CASSLP pipe in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- No Yes--Please identify, including the time period.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-C-23a. How has demand within the United States for large diameter CASSLP pipe changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

III-C-23b. How has demand outside the United States for large diameter CASSLP pipe changed since 2000?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

III-C-24. Do you anticipate any future changes in large diameter CASSLP 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-C-25. Please compare market prices of large diameter CASSLP pipe in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-C.--LARGE DIAMETER CASSLP PRICE-RELATED QUESTIONS -Continued

III-C-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss large diameter CASSLP pipe supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Japan or Mexico, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

III-C-27. Are your exports of large diameter CASSLP pipe subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2000, or that are expected to occur in the future.

III-C-28. Does your firm sell large diameter CASSLP pipe over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of large diameter CASSLP pipe in 2004 accounted for by internet sales.
