

**PRODUCERS' 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 produced 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--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing CASSLP pipe from the Czech Republic, Japan, Mexico, Romania, or South Africa into the United States or which are engaged in exporting CASSLP pipe from the 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>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing CASSLP pipe from countries other than the Czech Republic, Japan, Mexico, Romania, or South Africa into the United States or which are engaged in exporting CASSLP pipe from countries other than the 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-7. 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-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for CASSLP pipe?

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

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

II-5. Has your firm since 2000 (the year the antidumping duty orders under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of CASSLP pipe and/or using the same production and related workers employed to produce CASSLP pipe?

No                       Yes--List the following information and report your firm's combined production capacity and production of these products and CASSLP pipe in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>Small diameter (not exceeding 4.5 inches in outside diameter)</b>							
Average production capacity							
Production							
<b>Large diameter (exceeding 4.5 inches in outside diameter but not exceeding 16 inches)</b>							
Average production capacity							
Production							

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

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II-7. Is your firm able to switch production between CASSLP pipe and other products in response to a relative change in the price of CASSLP pipe vis-a-vis the price of other products, using the same equipment and labor?

No                       Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from CASSLP pipe.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **small diameter carbon steel standard, line, and pressure pipe** 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	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
AVERAGE PRODUCTION CAPACITY <sup>1</sup> ( <i>quantity</i> )							
BEGINNING-OF-PERIOD INVENTORIES ( <i>quantity</i> )							
PRODUCTION ( <i>quantity</i> )							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption:</b>							
Quantity of internal consumption							
Value <sup>2</sup> of internal consumption							
<b>Transfers to related firms:</b>							
Quantity of transfers to related firms							
Value <sup>2</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:<sup>3</sup></b>							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES <sup>4</sup> ( <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> )							

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

<sup>2</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 2000-2004 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> 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-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **small diameter alloy steel standard, line, and pressure pipe** 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	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <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							
<i>Value</i> <sup>2</sup> of internal consumption							
<b>Transfers to related firms:</b>							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> <sup>2</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )							
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )							
<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> )							

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

<sup>2</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 2000-2004 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> 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-8c. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **large diameter carbon steel standard, line, and pressure pipe** 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	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>AVERAGE PRODUCTION CAPACITY</b> <sup>1</sup> ( <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							
<i>Value</i> <sup>2</sup> of internal consumption							
<b>Transfers to related firms:</b>							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> <sup>2</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )							
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )							
<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> )							

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

<sup>2</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 2000-2004 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_

<sup>4</sup> 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-8d. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **large diameter alloy steel standard, line, and pressure pipe** 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	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
AVERAGE PRODUCTION CAPACITY <sup>1</sup> ( <i>quantity</i> )							
BEGINNING-OF-PERIOD INVENTORIES ( <i>quantity</i> )							
PRODUCTION ( <i>quantity</i> )							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption:</b>							
Quantity of internal consumption							
Value <sup>2</sup> of internal consumption							
<b>Transfers to related firms:</b>							
Quantity of transfers to related firms							
Value <sup>2</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:<sup>3</sup></b>							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES <sup>4</sup> ( <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 (1,000 hours)							
WAGES PAID TO PRWs ( <i>value</i> )							
<p><sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p>							
<p><sup>2</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 2000-2004 below:</p>							
<p><sup>3</sup> Identify your principal export markets: _____</p>							
<p><sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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>							

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

II-9. If you reported transfers to related firms in question II-8, 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.

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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:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**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 (see instructions for definitions) 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:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

II-11a. Other than direct imports, has your firm otherwise purchased **small diameter carbon steel standard, line, and pressure pipe** since January 1, 2000? (See definitions in the instruction booklet.)

No  Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in short tons, value in \$1,000)							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>							
<b>CZECH REPUBLIC:</b>							
Quantity							
Value							
<b>JAPAN:</b>							
Quantity							
Value							
<b>ROMANIA:</b>							
Quantity							
Value							
<b>SOUTH AFRICA:</b>							
Quantity							
Value							
<b>ALL OTHER COUNTRIES:</b>							
Quantity							
Value							
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>							
Quantity							
Value							
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>							
Quantity							
Value							
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.  <hr/> <hr/>							
<sup>2</sup> 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/>							

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

II-11b. Other than direct imports, has your firm otherwise purchased **small diameter alloy steel standard, line, and pressure pipe** since January 1, 2000? (See definitions in the instruction booklet.)

No  Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>							
<b>CZECH REPUBLIC:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>JAPAN:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>ROMANIA:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>SOUTH AFRICA:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>ALL OTHER COUNTRIES:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>							
<sup>2</sup> 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/>							

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

II-11c. Other than direct imports, has your firm otherwise purchased **large diameter carbon steel standard, line, and pressure pipe** since January 1, 2000? (See definitions in the instruction booklet.)

No  Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>							
<b>JAPAN:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>MEXICO:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>ALL OTHER COUNTRIES:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>							
<sup>2</sup> 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/>							

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

II-11d. Other than direct imports, has your firm otherwise purchased **large diameter alloy steel standard, line, and pressure pipe** since January 1, 2000? (See definitions in the instruction booklet.)

No  Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	2000	2001	2002	2003	2004	Jan.-Sept.	
						2004	2005
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>							
<b>JAPAN:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>MEXICO:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>ALL OTHER COUNTRIES:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>							
<sup>2</sup> 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/>							

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

II-12. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of CASSLP pipe?

No  Yes--Name firm(s): \_\_\_\_\_

II-13. Does your firm produce CASSLP pipe in a foreign trade zone (FTZ)?

No  Yes--Identify FTZ(s): \_\_\_\_\_

II-14. Since January 1, 2000, has your firm imported CASSLP pipe?

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

II-15. Describe the significance of the existing antidumping duty orders covering imports of CASSLP pipe from the Czech Republic, Japan, Mexico, Romania, or South Africa in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. 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 (Czech Rep., Japan, Romania, South Africa)

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

II-16. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of CASSLP pipe in the future if the antidumping duty orders on CASSLP pipe from the 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 (Czech Rep., 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 III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_

Name and title	
Phone No.	Fax No.
E-mail address	Company web address

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 period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes CASSLP pipe, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

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

\_\_\_\_\_

\_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

III-5. Other products.--Please list any other products you produced in the facilities in which you produced CASSLP pipe, 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 small diameter carbon steel standard, line, and pressure pipe.**--Report the revenue and related cost information requested below on the small diameter carbon steel standard, line, and pressure pipe operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. 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 five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

<b>(Quantity in short tons, value in \$1,000)</b>							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
<b>Net sales quantities:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Net sales values:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
<b>Operating income or (loss)</b>							
<b>Other income and expenses:</b>							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>							
All other income items							
All other income or expenses, net							
<b>Net income or (loss) before income taxes</b>							
<b>Depreciation/amortization included above</b>							
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.							

III-6b. **Operations on small diameter alloy steel standard, line, and pressure pipe.**--Report the revenue and related cost information requested below on the small diameter carbon steel standard, line, and pressure pipe operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. 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 five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
<b>Net sales quantities:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Net sales values:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
<b>Operating income or (loss)</b>							
<b>Other income and expenses:</b>							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>							
All other income items							
All other income or expenses, net							
<b>Net income or (loss) before income taxes</b>							
<b>Depreciation/amortization included above</b>							

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> 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.

<sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

III-6c. **Operations on large diameter carbon steel standard, line, and pressure pipe.**--Report the revenue and related cost information requested below on the small diameter carbon steel standard, line, and pressure pipe operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. 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 five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
<b>Net sales quantities:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Net sales values:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
<b>Operating income or (loss)</b>							
<b>Other income and expenses:</b>							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>							
All other income items							
All other income or expenses, net							
<b>Net income or (loss) before income taxes</b>							
<b>Depreciation/amortization included above</b>							

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> 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.

<sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

III-6d. **Operations on large diameter alloy steel standard, line, and pressure pipe.**--Report the revenue and related cost information requested below on the small diameter carbon steel standard, line, and pressure pipe operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. 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 five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

<b>(Quantity in short tons, value in \$1,000)</b>							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
<b>Net sales quantities:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Net sales values:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
<b>Operating income or (loss)</b>							
<b>Other income and expenses:</b>							
Interest expense							
All other expense items							
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>							
All other income items							
All other income or expenses, net							
<b>Net income or (loss) before income taxes</b>							
<b>Depreciation/amortization included above</b>							
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> 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. <sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.							

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

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of CASSLP pipe. 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 finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your five most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>					
Value of	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories					
D. All other current					
Total current assets (lines 1.A. through 1.D.)					
<b>2. Non-current assets</b>					
A. Property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
D. All other non-current					
Total noncurrent (lines 2.A. through 2.D)					
<b>3. Total assets</b> (total current and non-current)					

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

III-8a. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **small diameter carbon steel standard, line, and pressure pipe**. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
Capital expenditures							
Research and development expenditures							

III-8b. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **small diameter alloy steel standard, line, and pressure pipe**. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
Capital expenditures							
Research and development expenditures							

III-8c. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **large diameter carbon steel standard, line, and pressure pipe**. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
Capital expenditures							
Research and development expenditures							

III-8d. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **large diameter alloy steel standard, line, and pressure pipe**. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2004	2005
Capital expenditures							
Research and development expenditures							

**PART IV.--PRICING AND MARKET FACTORS**

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

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 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 produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

**PART IV.--PRICING AND MARKET FACTORS--Continued**

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

Product 1    Product 2    Product 3    Product 4    Product 5    Product 6    Product 7

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	f.o.b. Value <sup>1</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), <b>f.o.b. your U.S. point of shipment.</b>		
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS**

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

Has your firm produced small diameter CASSLP since 2000?

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

IV-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.

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

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

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced small diameter CASSLP pipe 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	

IV-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 IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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? \_\_\_\_\_

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

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-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.

IV-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) \_\_\_\_\_

IV-B-10. Describe the top three end uses of the small diameter CASSLP pipe that you manufacture.

End use (carbon)

End use (alloy)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS--Continued**

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

- No                       Yes--Please describe.

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IV-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.

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IV-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.

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(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?

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IV-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.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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.

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IV-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.

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IV-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.

---

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IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced small diameter CASSLP pipe 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.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS--Continued**

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

- No                       Yes--Please explain.

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IV-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.

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IV-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.

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IV-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.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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?

---



---

IV-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?

---



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IV-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.

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IV-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.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--SMALL DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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 the 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.

IV-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.

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IV-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.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS**

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

Has your firm produced large diameter CASSLP since 2000?

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

IV-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.

\_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

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

IV-C-4. Approximately what share of your firm's sales of its U.S.-produced large diameter CASSLP pipe 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	

IV-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? \_\_\_\_\_

IV-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? \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS--Continued**

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

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-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.

IV-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) \_\_\_\_\_

IV-C-10. Describe the three most common end uses of the large diameter CASSLP pipe that you manufacture.

<u>End use (carbon)</u>	<u>End use (alloy)</u>
_____	_____
_____	_____
_____	_____

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

No                       Yes--Please describe.

\_\_\_\_\_

\_\_\_\_\_

IV-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.

\_\_\_\_\_

\_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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?

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

IV-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.

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

IV-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.

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

IV-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.

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

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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.

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IV-C-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced large diameter CASSLP pipe 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.

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

- No                       Yes--Please explain.

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IV-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.

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IV-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.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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.

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IV-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?

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IV-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?

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IV-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.

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IV-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.

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IV-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 the 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.

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-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.

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IV-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.

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IV-C-29. Is large 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.<sup>1</sup>

Country-pair	United States	Japan	Mexico	Other countries
United States				
Japan				
Mexico				

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

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-C.--LARGE DIAMETER PRICE-RELATED QUESTIONS--Continued**

IV-C-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between large 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 "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Japan	Mexico	Other countries
United States				
Japan				
Mexico				

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

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