

PURCHASERS' 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 **small diameter** carbon and alloy seamless standard, line, and pressure pipe from the Czech Republic, Japan, Romania, and South Africa (inv. Nos. 731-TA-846, 847, 849, 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)). Further information on this questionnaire can be obtained from Amelia Preece (202-205-3250).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm purchased **small diameter** carbon and alloy seamless standard, line, and pressure pipe (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2000?

NO (Sign the certification below and promptly return only this page of this questionnaire to the Commission. Please also complete the questionnaire for large diameter pipe included in this packet)

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission. Please also complete the questionnaire for large diameter pipe included in this packet)

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 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-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 small diameter carbon and alloy seamless standard, line, and pressure pipe (small diameter CASSLP pipe) from the Czech Republic, Japan, Romania, and South Africa into the United States or which are engaged in exporting small diameter CASSLP pipe from the Czech Republic, Japan, 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 the production of small diameter CASSLP pipe?

No Yes--List the following information.

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

I-6. In Part III 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 small diameter CASSLP pipe?

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

I-7. Please describe the differences and similarities between **small diameter CARBON seamless standard, line and pressure pipe** and **small diameter ALLOY seamless 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 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:** _____

PART I.--GENERAL QUESTIONS--Continued

I-7.--Continued

(d) Channels of distribution: _____

(e) Customer and producer perceptions: _____

(f) Price: _____

PART II.--PURCHASES

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

II-1. Indicate which of the following products your firm has purchased since 2000.

small diameter **carbon** seamless standard line or pressure pipe

small diameter **alloy** seamless standard line or pressure pipe

PART II.--PURCHASES--Continued

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of small diameter CASSLP pipe by type of small diameter CASSLP pipe. Report based on delivery date, not order date.

Purchases of small diameter CARBON seamless standard, line and pressure pipe

| <i>(Quantity in short tons, value in \$1,000)</i> | | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|--------------------------|--------------------------|
| Item | 2000 | 2001 | 2002 | 2003 | 2004 | Jan-Sept 2004 | Jan-Sept 2005 |
| PRODUCED IN THE UNITED STATES: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN THE CZECH REPUBLIC: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN JAPAN: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN ROMANIA: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN SOUTH AFRICA: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN ALL OTHER COUNTRIES:¹ | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| ¹ Please identify these countries: _____ | | | | | | | |
| _____ | | | | | | | |

PART II.--PURCHASES--Continued

II-2.--Continued

Purchases of small diameter ALLOY seamless standard, line and pressure pipe

| (Quantity in short tons, value in \$1,000) | | | | | | | |
|---|------|------|------|------|------|------------------|------------------|
| Item | 2000 | 2001 | 2002 | 2003 | 2004 | Jan-Sept 2004 | Jan-Sept 2005 |
| PRODUCED IN THE UNITED STATES: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN THE CZECH REPUBLIC: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN JAPAN: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN ROMANIA: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN SOUTH AFRICA: | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| PRODUCED IN ALL OTHER COUNTRIES:¹ | | | | | | | |
| <i>Quantity</i> | | | | | | | |
| <i>Value</i> | | | | | | | |
| ¹ Please identify these countries: _____ | | | | | | | |
| _____ | | | | | | | |

II-3. If the relative levels of your firm's purchases of small diameter CASSLP pipe from different sources (both domestic and foreign) have changed since 2000 (the year the antidumping duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

| Country | Increase/decrease | Reason |
|---------|-------------------|--------|
| | | |
| | | |
| | | |

PART II.--PURCHASES--Continued

- II-4. (a) Did your firm purchase small diameter CASSLP pipe from the Czech Republic, Japan, Romania, or South Africa before 2000?
- No--Skip to (c) Yes from the Czech Republic Yes from Japan
- Yes from Romania Yes from South Africa
- (b) If yes, has your pattern of purchasing small diameter CASSLP pipe from the Czech Republic, Japan, Romania, or South Africa changed since 2000?
- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from the Czech Republic, Japan, Romania, or South Africa because of the orders.
- Yes, we reduced purchases from the Czech Republic, Japan, Romania, or South Africa because of the orders.
- Yes, but we changed the pattern of purchases from the Czech Republic, Japan, Romania, or South Africa for reasons other than the orders (please explain below).
-
-

- (c) Has your pattern of purchasing small diameter CASSLP pipe from nonsubject foreign sources changed since 2000 (please check all that apply).
- We did not purchase from nonsubject foreign sources before or after the orders.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the orders.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the orders (please explain below).
-
-

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

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

- III-1. Which of the following best describes your firm as a purchaser of small diameter CASSLP pipe (check all that apply, noting the specific end uses if known)?
- Energy producer (_____)
- Other end user (_____)
- Distributor (_____)
- Other (_____)

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

III-2. (a) If your firm is a distributor or reseller of small diameter CASSLP pipe what are the major types of consumers to which you sell small diameter CASSLP pipe?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase small diameter CASSLP pipe?

III-3. If your firm is an end user of small diameter CASSLP pipe, list in order of quantity of small diameter CASSLP pipe consumed, the top 3 products for which your firm purchases small diameter CASSLP pipe as a component part or input. Please indicate what percentage of the total cost is accounted for by small diameter CASSLP pipe.

| <u>Product you produce</u> | <u>Percent of cost accounted for by small diameter CASSLP pipe</u> |
|----------------------------|--|
| 1. _____ | 1. _____ |
| 2. _____ | 2. _____ |
| 3. _____ | 3. _____ |

III-4. (a) If your firm is an end user of small diameter CASSLP pipe, has the demand for your firm's final products incorporating small diameter CASSLP pipe changed since 2000?

Increased Unchanged Decreased

(b) Has this had any effect on your firm's demand for small diameter CASSLP pipe?

III-5. Have there been any changes in the end uses of small diameter CASSLP pipe since 2000?

No Yes--Discuss the changes, noting the time period in which they occurred.

III-6. Do you anticipate any changes in terms of the end uses of small diameter CASSLP 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-7. (a) Please list in order of importance any products that may be substituted for small diameter CASSLP pipe.

(1) _____ (2) _____ (3) _____

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

III-7. (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--Please explain.

III-8. 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.

III-9. 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-10. How has demand within the United States (and outside the United States, if known) for small diameter CASSLP pipe changed since 2000?

Increased Unchanged Decreased
 Other (describe) _____

What were the principal factors affecting changes in demand?

III-11. 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.

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

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss small diameter CASSLP pipe demand and/or factors affecting small diameter CASSLP pipe demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to these reviews, and (3) the world as a whole. Of particular interest is such data on an annual basis from 2000 to the present and forecasts of these demand data.

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of small diameter CASSLP pipe (please check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of small diameter CASSLP pipe.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of small diameter CASSLP pipe.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of small diameter CASSLP pipe.

III-15. (a) Is the small diameter CASSLP pipe market subject to business cycles or conditions of competition distinctive to small diameter CASSLP pipe?

- No Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for small diameter CASSLP pipe since 2000 affected the business cycles or conditions of competition distinctive to small diameter CASSLP pipe?

- No Yes--Please explain any such changes.

III-16. Who are your major competitors?

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

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving small diameter CASSLP pipe based on the producer of the small diameter CASSLP pipe?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving small diameter CASSLP pipe based on the country of origin of the small diameter CASSLP pipe you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-19. (a) How frequently do you make purchases?
 Daily Weekly Monthly Quarterly Annually
 Other (specify) _____

(b) Do you expect this purchasing pattern to change in the next two years?
 No Yes--How and why do you expect these changes to occur?

III-20. How many suppliers do you generally contact before making a purchase?

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

III-21. (a) Do purchases of small diameter CASSLP pipe usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

III-22. Have you changed suppliers since 2000?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2000?

- No Yes--Please identify the firms and indicate how you become aware of them.

(b) Do you expect new small diameter CASSLP pipe suppliers to enter the market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-24. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the small diameter CASSLP pipe they sell to your firm?

- No Yes-- ____ percent of purchases in 2004 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

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

III-25. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-26. Since 2000, have any domestic or foreign producers failed in their attempts to certify or qualify their small diameter CASSLP pipe with your firm or have any producers lost their approved status?

No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for small diameter CASSLP pipe.

| | VERY IMPORTANT | SOMEWHAT IMPORTANT | NOT IMPORTANT |
|--|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Approved supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

III-27. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase small diameter CASSLP pipe for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

- 1. _____
- 2. _____
- 3. _____

Other factors or comments: _____

III-28. What characteristics does your firm consider when determining the quality of small diameter CASSLP pipe?

III-29. How often does your firm purchase the small diameter CASSLP pipe that is offered at the lowest price?

- Always Usually Sometimes Never

III-30. Please list the names of any firms you considered price leaders in the small diameter CASSLP pipe market since 2000. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-31. Please describe how the above firm(s) exhibited price leadership.

III-32. How frequently does the price of the small diameter CASSLP pipe you are purchasing change?

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

III-33. Does your firm purchase small diameter CASSLP pipe over the internet?

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

III-34. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. small diameter CASSLP pipe industry since 2000 and explain fully, to the extent possible, the factor(s), including the orders under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. small diameter CASSLP pipe industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of small diameter CASSLP pipe from the Czech Republic, Japan, Romania, and South Africa? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CARBON AND ALLOY SEAMLESS STANDARD LINE AND PRESSURE PIPE--Continued

IV-3. Do you or your customers ever specifically order small diameter CASSLP pipe from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why small diameter CASSLP pipe from these countries is preferred over product from other countries (please note the specific product in your response).

IV-4. Are certain grades/types/sizes of small diameter CASSLP pipe available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased small diameter CASSLP pipe from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CARBON AND ALLOY SEAMLESS STANDARD LINE AND PRESSURE PIPE--Continued

IV-6. For the factors listed below, please rate how small diameter CASSLP pipe produced in each country you identified in your response to the first question in Part IV compares with small diameter CASSLP pipe produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

| | compared to | | |
|--|--------------------------|--------------------------|--------------------------|
| (specify country) | | | |
| | SUPERIOR | COMPARABLE | INFERIOR |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Approved supplier | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CARBON AND ALLOY SEAMLESS STANDARD LINE AND PRESSURE PIPE--Continued

IV-7. (a) How often does domestically produced small diameter CASSLP pipe meet minimum quality specifications for your uses or your customers' uses?

- Always
- Usually
- Sometimes
- Rarely or never

(b) How often does imported subject small diameter CASSLP pipe from each subject country meet minimum quality specifications for your uses or your customers' uses?

the Czech Republic Always Usually Sometimes Rarely or never

Japan Always Usually Sometimes Rarely or never

Romania Always Usually Sometimes Rarely or never

South Africa Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject small diameter CASSLP pipe meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

IV-8. (a) Since 2000, has there been a change in the price of small diameter CASSLP pipe? If so, has the price of U.S.-produced small diameter CASSLP pipe changed more or less than the price of imported small diameter CASSLP pipe from the Czech Republic, Japan, Romania, or South Africa?

- No change in price
- Prices have changed by the same amount
- Price of U.S.-produced small diameter CASSLP pipe has changed relative to the price of small diameter CASSLP pipe from the Czech Republic
- Price of U.S.-produced small diameter CASSLP pipe has changed relative to the price of small diameter CASSLP pipe from Japan
- Price of U.S.-produced small diameter CASSLP pipe has changed relative to the price of small diameter CASSLP pipe from Romania
- Price of U.S.-produced small diameter CASSLP pipe has changed relative to the price of small diameter CASSLP pipe from South Africa

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED CARBON AND ALLOY SEAMLESS STANDARD LINE AND PRESSURE PIPE--Continued

IV-8. (b) If the price of U.S.-produced small diameter CASSLP pipe has changed relative to the price of small diameter CASSLP pipe from the Czech Republic, Japan, Romania, or South Africa, the price of U.S.-produced small diameter CASSLP pipe is now relatively

- (Higher Lower) than product from _____

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased small diameter CASSLP pipe since 2000 and approximate the percentage of your small diameter CASSLP pipe purchases each accounted for in 2004.

| No. | Firm name | Percentage of purchases | No. | Firm name | Percentage of purchases |
|-----|-----------|-------------------------|-----|-----------|-------------------------|
| 1 | | | 6 | | |
| 2 | | | 7 | | |
| 3 | | | 8 | | |
| 4 | | | 9 | | |
| 5 | | | 10 | | |