

**IMPORTERS' QUESTIONNAIRE
CIRCULAR WELDED NON-ALLOY STEEL PIPE FROM CHINA**

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20034

So as to be received by the Commission by no later than August 18, 2005

The information called for in this questionnaire is for use by the U.S. International Trade Commission in connection with its market disruption investigation concerning circular welded non-alloy steel pipe from China (inv. No. TA-421-6) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421 of the Act. 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported circular welded non-alloy steel pipe (as defined in the instruction booklet) from <u>ANY source</u> at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under, an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

Name and Title of Authorized Official

Signature of Authorized Official

Date

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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 20034.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

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

I-3. 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 circular welded non-alloy steel pipe from China into the United States or which are engaged in exporting circular welded non-alloy steel pipe from China 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 circular welded non-alloy steel pipe?

No Yes—List the following information.

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

I-6. Please indicate the nature of your firm's importing operations on circular welded non-alloy steel pipe. More than one answer may be applicable.

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

I-7. If your firm is an importer of record of circular welded non-alloy steel pipe but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters circular welded non-alloy steel pipe into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
Bonded warehouses No Yes

I-9. Please indicate whether your firm imports circular welded non-alloy steel pipe under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify. _____

PART II. TRADE AND RELATED INFORMATION—Continued

II-6. Please discuss the impact of the following developments with respect to your firm's circular welded non-alloy steel pipe operations since January 1, 2000 (use additional pages as necessary):

a) the imposition, modification, and termination of the U.S. safeguard tariffs (March 2002-December 2003) on standard pipe and other forms of welded tubular products (except OCTG and line pipe)--

b) the imposition, modification, and termination of the U.S. safeguard (March 2002-December 2003) tariffs on flat-rolled steel--

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

d) demand trends among key end users--

PART II. TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS BY SOURCE—Circular welded non-alloy steel pipe.**—Report your firm's imports and your firm's shipments and inventories of circular welded non-alloy steel pipe imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need.**

China

All other sources combined¹

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

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

II-8. **U.S. imports by stenciling and type.**-- Report your firm's U.S. imports of circular welded non-alloy steel pipe imported by your U.S. establishment(s) during the specified periods. Report by stenciling and by type (black and corrosion-resistant). (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined. Photocopy as many pages as you need.**

China

All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
Stenciling (quantity):¹							
Stenciled to meet <i>ONLY</i> ASTM specifications							
Stenciled to meet ASTM AND API specifications							
Stenciled to proprietary specifications (e.g., certain fence tubing)							
Not stenciled to any specification ²							
Other ³							
Total ⁴							
Product type:							
Black pipe--							
Quantity of U.S. imports							
Value of U.S. imports							
Corrosion-resistant pipe--							
Quantity of U.S. imports							
Value of U.S. imports							
Total ⁴							
Quantity of U.S. imports							
Value of U.S. imports							
¹ Categorize the pipe according to how it was stenciled (or otherwise certified). NOTE THAT THE CATEGORIES ARE MUTUALLY EXCLUSIVE (i.e., no pipe imported by your firm should be listed in more than one of the categories). ² Please describe: _____ ³ Please describe: _____ ⁴ Totals should equal the total of U.S. imports reported in section II-7. If totals do not reconcile, please explain why.							

PART II.—TRADE AND RELATED INFORMATION—Continued

II-9. **Low Alloy Circular Welded Non-Alloy Steel Pipe--IMPORTS BY SOURCE.**—Report your firm's U.S. imports of low alloy circular welded steel pipe imported by your firm during the specified periods.

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
U.S. imports from— ¹							
China:							
Quantity of U.S. imports							
Value of U.S. imports							
All other sources:							
Quantity of U.S. imports							
Value of U.S. imports							
Total							
Quantity of U.S. imports							
Value of U.S. imports							
¹ Please report HTS number(s) under which the imports were entered: _____							

II-10. **Multiple Stenciled Pipe Entered As Line Pipe--IMPORTS BY SOURCE.**—Report your firm's U.S. imports of pipe multiple stenciled to ASTM and API specifications entered for Customs purposes as line pipe but intended for use in standard pipe applications.

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
U.S. imports from— ¹							
China:							
Quantity of U.S. imports							
Value of U.S. imports							
All other sources:							
Quantity of U.S. imports							
Value of U.S. imports							
Total							
Quantity of U.S. imports							
Value of U.S. imports							
¹ Please report HTS number(s) under which the imports were entered: _____							

II-11. **Excluded Mechanical Tubing.**—Report your firm's U.S. imports, from all sources combined, of mechanical tubing (whether or not cold-drawn) entered under HTS number 7306.30.50.

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
Quantity of U.S. imports							
Value of U.S. imports							

PART III. PRICING AND MARKET FACTORS

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

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

Company contact: _____

Name and title

Phone No.

E-mail address

Section III-A. PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's shipments of the following circular welded non-alloy steel pipe products imported from China and sold to unrelated U.S. customers during January 2000-December 2004:

Product 1.—ASTM A-53 schedule 40 black plain-end, with nominal outside diameter of 2-4 inches inclusive.

Product 2.—ASTM A-53 schedule 40 galvanized plain-end, with nominal outside diameter of 2-4 inches inclusive.

Product 3.—ASTM A-53 schedule 40 black plain-end, with nominal outside diameter of 6-8 inches inclusive.

Product 4.—Galvanized fence tube, with nominal outside diameter of 1 3/8 - 2 3/8 inches inclusive, and wall thickness of 0.055-0.075 inch.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates).

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

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

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	F.o.b. value
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified circular welded non-alloy steel pipe unit, provide a description of your product: <hr/>		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

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

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

III-B-3. What are your firm's typical sales terms for circular welded non-alloy steel pipe imported from China (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what percentage of your firm's sales of circular welded non-alloy steel pipe imported from China are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

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

(b) How frequently are contracts renegotiated? _____

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

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

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of imported circular welded non-alloy steel pipe?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-6. What is the approximate percentage of the total delivered value of circular welded non-alloy steel pipe that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent

101 to 1,000 miles? ____ percent

More than 1,000 miles? ____ percent.

III-B-7. What is the geographic market area in the United States served by your firm's imports of circular welded non-alloy steel pipe from China?

III-B-8. What other products may be substitutes for circular welded non-alloy steel pipe?

III-B-9. Describe the end uses of the circular welded non-alloy steel pipe that you import from China. For each end use product, what percentage of the total cost is accounted for by circular welded non-alloy steel pipe?

III-B-10. How has the demand within the United States (and outside the United States if known) for circular welded non-alloy steel pipe changed since January 1, 2000? What were the principal factors affecting changes in demand?

III-B-11. Have there been any significant changes in the product range or marketing of circular welded non-alloy steel pipe in the past five years?

No Yes—Please describe.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-12. Does your firm purchase or sell circular welded non-alloy steel pipe over the internet?

- No Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of circular welded non-alloy steel pipe in 2004 accounted for by internet transactions.

IV-B-13. a) Do the U.S. firms to which you sell circular welded non-alloy steel pipe require that your firm be qualified before they will purchase circular welded non-alloy steel pipe from you? If yes, please describe, in detail, the qualification process. Include in your description the steps required, the time of the process, the type of unit involved, and the types of customers (end user, distributor, etc.) that require qualification.

b) Since January 1, 2000, has your firm ever failed to qualify to supply circular welded non-alloy steel pipe to a U.S. customer? Yes ____ No ____ . If yes, please give the date, customer name, type of circular welded non-alloy steel pipe unit(s), and the reason for the failure to qualify.

III-B-14. Are the U.S.-produced and imported circular welded non-alloy steel pipe from China used interchangeably (i.e., can they physically be used in the same applications)?

- Yes No--Please explain.

III-B-15. Are the U.S.-produced and NONSUBJECT imported circular welded non-alloy steel pipe (i.e., products imported from countries other than China) generally used interchangeably?

- Yes No--Please explain, by country.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-16. Are NONSUBJECT imported circular welded non-alloy steel pipe and imported circular welded non-alloy steel pipe from China used interchangeably?

Yes No--Please explain, by country.

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced circular welded non-alloy steel pipe and circular welded non-alloy steel pipe imported from China that are a significant factor in your firm's sales of circular welded non-alloy steel pipe?

No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).

III-B-18. Are there any differences in product characteristics or sales conditions between U.S.-produced circular welded non-alloy steel pipe and NONSUBJECT imported circular welded non-alloy steel pipe that are a significant factor in your firm's sales of circular welded non-alloy steel pipe?

No Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.

III-B-19. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported circular welded non-alloy steel pipe and imported circular welded non-alloy steel pipe from China that are a significant factor in your firm's sales of circular welded non-alloy steel pipe?

No Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers for circular welded non-alloy steel pipe imported from China during 2000-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of circular welded non-alloy steel pipe from China that each of these customers accounted for in 2004.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					