

IMPORTERS' QUESTIONNAIRE

**OIL COUNTRY TUBULAR GOODS FROM
ARGENTINA, ITALY, JAPAN, KOREA, AND MEXICO**

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than February 9, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of antidumping duty orders on oil country tubular goods from Argentina, Italy, Japan, Korea, and Mexico (inv. Nos. 731-TA-711 and 713-716 (Second 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)).

<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 oil country tubular goods (OCTG) (as defined in the instruction booklet) from any country since January 1, 2001?</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.

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 these reviews in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges 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 30 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 OCTG from Argentina, Italy, Japan, Korea, or Mexico into the United States or which are engaged in exporting OCTG from Argentina, Italy, Japan, Korea, or Mexico to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing OCTG from countries other than Argentina, Italy, Japan, Korea, and Mexico into the United States or which are engaged in exporting OCTG from countries other than Argentina, Italy, Japan, Korea, and Mexico to the United States?

No Yes--List the following information.

<u>Country/ firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Product</u>
_____	_____	_____	_____
_____	_____	_____	_____

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

No Yes--List the following information.

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

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

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

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

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

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

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

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm imports OCTG under the TIB (temporary importation under bond) program.

No Yes

I-11. In Parts II and 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 OCTG?

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

I-12. To your knowledge, have the products subject to these reviews 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

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or fruggles@usitc.gov). Supply all data requested on a **calendar-year** basis.

When answering questions in Part II, please indicate whether any of your answers apply to only a specific type of OCTG, specifically:

- (1) OCTG other than drill pipe***
- (2) Drill pipe***

If you do not specify, it will be assumed that your answer applies to all of the types of OCTG imported by your firm. Please attach additional pages if necessary.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title Phone No.

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of OCTG since 2001?

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

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

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of OCTG in the future if the antidumping duty orders on OCTG from Argentina, Italy, Japan, Korea, and Mexico were to be revoked?

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

II-5. Has your firm imported or arranged for the importation of OCTG other than drill pipe from Argentina, Italy, Japan, Korea (other than Hyundai), and Mexico or for drill pipe from Japan for delivery after December 2006?

No Yes--Indicate when such orders are to be delivered, the country(ies), and the quantities (in short tons) involved.

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

II-6a. Has your firm imported casing or tubing containing 10.5 percent or more (by weight) of chromium during 2001-2006?

No Yes--Indicate the quantity (in short tons) and value (in \$1,000) of such imports and do **NOT** include such imports in the remaining sections of this questionnaire.

Country/Year	2001	2002	2003	2004	2005	2006
Argentina: <i>Quantity</i>						
<i>Value</i>						
Italy: <i>Quantity</i>						
<i>Value</i>						
Japan: <i>Quantity</i>						
<i>Value</i>						
Korea: <i>Quantity</i>						
<i>Value</i>						
Mexico: <i>Quantity</i>						
<i>Value</i>						
Other: _____ <i>Quantity</i>						
<i>Value</i>						

II-6b. Has your firm imported drill pipe containing 10.5 percent or more (by weight) of chromium during 2001-2006?

No Yes--Indicate the quantity (in short tons) and value (in \$1,000) of such imports and do **NOT** include such imports in the remaining sections of this questionnaire.

Country/Year	2001	2002	2003	2004	2005	2006
Japan: <i>Quantity</i>						
<i>Value</i>						
Other: _____ <i>Quantity</i>						
<i>Value</i>						

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

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **OCTG other than drill pipe** imported by your firm during **2001-2006**. (See definitions in the instruction booklet.) **Report separately for each country listed and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- Argentina
 Italy
 Japan
 Korea (Hyundai only)
 Korea (excluding Hyundai)
- Mexico
 All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
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 inventories ⁵ (<i>quantity</i>)						
U.S. shipments to distributors (<i>quantity</i>)						
U.S. shipments to end users (<i>quantity</i>)						
¹ Please identify these sources: _____						
² Please identify the foreign producers, if known: _____						
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001-2006 below:						
⁴ Identify your principal export markets: _____						
⁵ <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-7b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **drill pipe** imported by your firm during **2001-2006**. (See definitions in the instruction booklet.) **Report separately for each country listed and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Japan All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
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 inventories ⁵ (<i>quantity</i>)						
U.S. shipments to distributors (<i>quantity</i>)						
U.S. shipments to end users (<i>quantity</i>)						
¹ Please identify these sources: _____						
² Please identify the foreign producers, if known: _____						
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001-2006 below:						
⁴ Identify your principal export markets: _____						
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

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

II-8. Does your firm import OCTG intentionally produced to non-API standards for limited use applications? If so, please give annual sales values and quantities for 2001-2006.

Country/Year	2001	2002	2003	2004	2005	2006
Argentina						
Quantity (short tons)						
Value (\$1,000)						
Italy						
Quantity (short tons)						
Value (\$1,000)						
Japan						
Quantity (short tons)						
Value (\$1,000)						
Korea (Hyundai only)						
Quantity (short tons)						
Value (\$1,000)						
Korea (excluding Hyundai)						
Quantity (short tons)						
Value (\$1,000)						
Mexico						
Quantity (short tons)						
Value (\$1,000)						
All other						
Quantity (short tons)						
Value (\$1,000)						

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

II-9. Has your firm imported sour-service OCTG that meets or exceeds API T95 or C100 standards?

No Yes--If so, please give annual sales values and quantities for 2001-2006.

Country/Year	2001	2002	2003	2004	2005	2006
Argentina						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
Italy						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
Japan						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
Korea (<i>Hyundai only</i>)						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
Korea (<i>excluding Hyundai</i>)						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
Mexico						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
All other						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						

II-10. Does your firm import heavy weight drill pipe? (See definitions in the instruction booklet.)

No Yes--Please report below the quantity of your U.S. shipments (in short tons) and its value (in \$1,000) during 2001-2006.

Country/Year	2001	2002	2003	2004	2005	2006
Japan						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						
All other						
<i>Quantity</i> (short tons)						
<i>Value</i> (\$1,000)						

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

For questions II-11 through II-13 indicate whether your response differs with respect to particular orders and explain why this is so.

II-11. Describe the significance of the existing antidumping duty orders covering imports of OCTG from Argentina, Italy, Japan, Korea, and Mexico in terms of their effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

II-12. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of OCTG in the future if the antidumping duty orders on OCTG from Argentina, Italy, Japan, Korea, and Mexico were to be revoked?

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

II-13. If your firm also produces OCTG in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Jim Fetzer (202-708-5403 or james.fetzer@usitc.gov).

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

Company contact: _____
Name and title Phone No.

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-December 2006. 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.—Tubing, grade J-55, 2⁷/₈" O.D., 6.5 lbs./ft., API 8 round, threaded and coupled, range 2, welded (full body normalized)

Product 2.—Tubing, grade N-80, 2⁷/₈" O.D., 6.5 lbs./ft., external upset ends, threaded and coupled, seamless

Product 3.—Tubing, grade J-55, 2³/₈" O.D., 4.7 lbs./ft., 0.190" wall, external upset ends, threaded and coupled, range 2, welded, other than full body normalized

Product 4.—Tubing, grade J-55, 2³/₈" O.D., 4.7 lbs./ft., 0.190" wall, external upset ends, threaded and coupled, range 2, welded, full body normalized

Product 5.—Tubing, grade L-80, 2⁷/₈" O.D., 6.5 lbs./ft., external upset ends, threaded and coupled, seamless

Product 6.—Tubing, grade J-55, 2⁷/₈" O.D., 6.5 lbs./ft., API 8 round, threaded and coupled, range 2, welded (not full body normalized)

Product 7.—Casing, grade N-80, 5¹/₂" O.D., 17.0 lbs./ft., long threaded and coupled, range 3, seamless

Product 8.—Casing, grade P-110, 9⁵/₈" O.D., 53.5 lbs./ft., long threaded and coupled, range 3, seamless

Product 9.—Casing, grade N-80, 4¹/₂" O.D., 11.6 lbs./ft., long threaded and coupled, range 3, seamless

Product 10.—Casing, grade J-55, 5¹/₂" O.D., 15.5 lbs./ft., 0.275" wall, long threaded and coupled, range 3, welded

Product 11.—Casing, grade P-110, 7" O.D., 23.0 lbs./ft., long threaded and coupled, range 3, seamless

Product 12.—Casing, grade API T-95, 7-5/8" O.D., 58.3 lbs./ft., plain end, range 3, seamless

Product 13.—Casing, grade L-80 or N-80, 13-3/8" O.D., 72.00 lbs./ft., plain end, range 3, seamless

Product 14.—Drill pipe, green tubes, 5" O.D., 17.93 lbs./ft., 0.362" wall, seamless

Product 15.—Drill pipe, finished, 5" O.D., 19.5 lbs./ft., Grade G-105 with tool joints attached

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Report separately for sales to distributors and sales to end users. Also, report separately for each supplier from Argentina, Italy, Japan, Korea (excluding Hyundai), and/or Mexico from whom you purchased OCTG.

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

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

PRODUCT:¹ Product 1 Product 2 Product 3 Product 4 Product 5
 Product 6 Product 7 Product 8 Product 9 Product 10
 Product 11 Product 12 Product 13 Product 14 Product 15

COUNTRY: Argentina Italy Japan Korea (excluding Hyundai) Mexico

SALES TO: End users Distributors

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value
2001: January-March		
April-June		
July-September		
October-December		
2002: January-March		
April-June		
July-September		
October-December		
2003: January-March		
April-June		
July-September		
October-December		
2004: January-March		
April-June		
July-September		
October-December		
2005: January-March		
April-June		
July-September		
October-December		
2006: January-March		
April-June		
July-September		
October-December		

¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____

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

Section III-B.--MARKET FACTORS

NOTE: IF YOUR ANSWER TO ANY QUESTION IN PART III DIFFERS FOR DRILL PIPE AND OCTG OTHER THAN DRILL PIPE, OR BY COUNTRY OF ORIGIN, PLEASE ANSWER SEPARATELY FOR EACH, SPECIFYING THE PRODUCT(S) AND/OR COUNTRY OF ORIGIN IN YOUR ANSWER.

III-B-1. How does your firm determine the prices that it charges for sales of OCTG (check all that apply)?

- Transaction by transaction
 Contracts
 Set price lists
 Other (describe) _____

III-B-2. Please describe your firm's discount policy (check all that apply).

- Quantity discounts
 Annual total volume discounts
 No discount policy
 Other (describe) _____

III-B-3. a) What are your firm's typical sales terms for its imported OCTG (e.g., 2/10 net 30 days)?

b) On what basis are your prices of OCTG usually quoted?

- F.o.b. (specify point) _____
 Delivered

III-B-4. Approximately what share of your firm's sales of its U.S.-produced OCTG in 2006 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)				
	Argentina	Italy	Japan	Korea (excluding Hyundai)	Italy
Long-term contracts					
Short-term contracts					
Spot sales					
Total	100%	100%	100%	100%	100%

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

Section III-B.--MARKET FACTORS--Continued

III-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) 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-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) 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

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

Section III-B.--MARKET FACTORS--Continued

III-B-7. a) What is the average lead time between a customer's order and the shipment of the product for your firm's sales of its OCTG imported from Argentina, Italy, Japan, Korea (excluding Hyundai), and/or Mexico?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
Total	100%	

(b) Has the average lead time increased, decreased, or remained the same since 2001? If changes in lead times differ during the period (e.g., increased in 2002, but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased or remained the same.

Increased Unchanged Decreased
 Other (describe) _____

(c) Do you expect the average lead time to increase, decrease, or remain the same in the future? If you expect changes in lead times to differ in the future (e.g., increase in 2007, but decrease in 2008), please identify all periods in which you expect lead times to change, indicating whether you expect lead times to increase, decrease, or remain the same.

Increase No change Decrease
 Other (describe) _____

III-B-8. (a) What is the approximate percentage of the total delivered cost of OCTG 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.

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

Section III-B.--MARKET FACTORS--Continued

III-B-9. What is the geographic market area(s) in the United States served by your firm's imports of OCTG from Argentina, Italy, Japan, Korea (excluding Hyundai), and/or Mexico (check all that apply)? (See instruction booklet for definitions). Note any changes in market area since 2001 and any anticipated changes for the future. If your answer varies for OCTG from different countries, please so specify.

- Northeast Midwest Southeast
- Central Southwest Mountains Pacific Coast
- Other (non-contiguous U.S.) - describe _____

III-B-10. Describe the end uses of the OCTG that you import from Argentina, Italy, Japan, Korea (excluding Hyundai), and/or Mexico. For each end-use product, what share of the total cost is accounted for by OCTG? If your answer varies for OCTG from different countries, please so specify.

<u>End use</u>	<u>Share of total cost accounted for by OCTG (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-11. Have there been any changes in the end uses of OCTG since 2001?

- No Yes--Please describe.

III-B-12. Do you anticipate any changes in terms of the end uses of OCTG 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 III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-13. Are there other products that may be substitutes for OCTG?

- No Yes--Please describe the products and note how frequently such substitutions occur.

III-B-14. Have there been any changes in the number or types of products that can be substituted for OCTG since 2001?

- No Yes--Please explain.

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for OCTG in the future?

- No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for OCTG since 2001? 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 III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of OCTG in the U.S. market since 2001?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

III-B-18. (a) Do you anticipate any changes in terms of the availability of OCTG imported from Argentina, Italy, Japan, Korea (excluding Hyundai), and/or Mexico in the U.S. market in the future? If your answer varies for OCTG from different countries, please so specify.

- No change Increase Decrease

(b) If you anticipate changes in supply, please identify the changes including source country(ies) 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.

III-B-19. Has the availability of nonsubject imported OCTG changed since 2001?

- No Yes--Please explain.

III-B-20. Describe how easily your firm can shift its sales of OCTG 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 OCTG between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of OCTG since 2001?

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

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

Section III-B.--MARKET FACTORS--Continued

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of OCTG 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.

III-B-23. (a) How has demand within the United States for OCTG changed since 2001?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

(b) How has demand outside the United States for OCTG changed since 2001?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand? Were the changes different for different countries?

III-B-24. Do you anticipate any future changes in OCTG 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.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-25. Please compare market prices of OCTG in U.S. and non-U.S. markets, if known.

III-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss OCTG supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Argentina, Italy, Japan, Korea, and/or Mexico, and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

III-B-27. Are your exports of OCTG 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 2001, or that are expected to occur in the future.

III-B-28. Does your firm sell OCTG over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of OCTG in 2006 accounted for by internet sales.

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

Section III-B.--MARKET FACTORS--Continued

III-B-29. Is OCTG produced in the United States and in other countries used interchangeably (i.e., are they physically used in the same applications)? **Please answer separately for OCTG other than drill pipe and for drill pipe, as indicated below.**

OCTG other than drill pipe. --Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair. ¹						
Country-pair	Argentina	Italy	Japan	Korea ²	Mexico	Nonsubject sources ²
United States						
Argentina						
Italy						
Japan						
Korea ²						
Mexico						
¹ For any country-pair producing OCTG other than drill pipe which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use. <hr/> <hr/>						
² "Korea" excludes Hyundai, which should be included in nonsubject sources.						

Drill pipe. --Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	Japan	Nonsubject countries ²
United States		
Japan		
¹ For any country-pair producing drill pipe which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use. <hr/> <hr/>		
² Includes Argentina, Italy, Korea, and Mexico.		

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

Section III-B.--MARKET FACTORS--Continued

III-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between OCTG produced in the United States and in other countries a significant factor in your firm's sales of the products? **Please answer separately for OCTG other than drill pipe and for drill pipe, as indicated below.**

OCTG other than drill pipe. --Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair. ¹						
Country-pair	Argentina	Italy	Japan	Korea ²	Mexico	Nonsubject sources ²
United States						
Argentina						
Italy						
Japan						
Korea ²						
Mexico						
¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of OCTG other than drill pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors. <hr/> <hr/>						
² "Korea" excludes Hyundai, which should be included in nonsubject sources.						

Drill pipe. --Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	Japan	Nonsubject countries ²
United States		
Japan		
¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of drill pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors. <hr/> <hr/>		
² Includes Argentina, Italy, Korea, and Mexico.		

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

Section III-B.--MARKET FACTORS--Continued

III-B-31. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of OCTG influenced the U.S. wholesale market price of OCTG since 2001?

- No Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

III-B-32. Please provide the average time, in days between the **placement of an order** and the **shipment of the product** for orders of OCTG you sold in the U.S. market in the relevant period specified below (keep your answer to question III-B-7 in mind when responding and please answer separately for each country from which you import, and photocopy this page as necessary)

country _____

Period	Number of days	Period	Number of days
2001		1 st Qtr. 2006	
2002		2 nd Qtr. 2006	
2003		3 rd Qtr. 2006	
2004		4 th Qtr. 2006	
2005			

If the time between the **placement of an order** and the **shipment of the product** differs for any particular types of OCTG, please elaborate.
