

IMPORTERS' QUESTIONNAIRE
CERTAIN WELDED LARGE DIAMETER LINE PIPE FROM JAPAN AND MEXICO

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 May 22, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of the antidumping duty orders on certain welded large diameter line pipe from Japan and Mexico (Inv. Nos. 731-TA-919 and 920 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

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

Has your firm imported certain welded large diameter line pipe (as defined in the instruction booklet) from any country at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Email address

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-1. (a) 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

(b) 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 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 certain welded large diameter line pipe from Japan and/or Mexico into the United States or which are engaged in exporting certain welded large diameter line pipe from Japan and/or Mexico to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain welded large diameter line pipe from countries other than Japan and/or Mexico into the United States or which are engaged in exporting certain welded large diameter line pipe from countries other than Japan and/or Mexico to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms in the United States that receive, inventory, hold, ship or process certain welded large diameter line pipe?

No Yes--List the following information.

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

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain welded large diameter line pipe?

No Yes--List the following information.

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

I-8. Please indicate the nature of your firm's importing operations on certain welded large diameter line 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-9. If your firm is an importer of record of certain welded large diameter line pipe but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm enters certain welded large diameter line pipe into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

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

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

I-11. Please indicate whether your firm imports certain welded large diameter line pipe under the TIB (temporary importation under bond) program.

No Yes

I-12. 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 certain welded large diameter line pipe (including by way of example, reports or studies relating to contemplated investments, plant closings or shutdowns for maintenance or any other reasons; budgets or forecasts of economic activity)?

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

I-13. To your knowledge, have the products subject to these reviews been the subject of any other import relief investigations or actions 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 Dana Lofgren, Investigator (dana.lofgren@usitc.gov or 202-205-3185). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

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 certain welded large diameter line pipe 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 certain welded large diameter line pipe in the future?

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of certain welded large diameter line pipe in the future if the antidumping duty orders on certain welded large diameter line pipe from Japan 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 certain welded large diameter line pipe for delivery after March 31, 2007?

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

Source	April 1-June 30, 2007	July 1-Sept. 30, 2007	Oct. 1-Dec. 31, 2007	Calendar year 2008
Japan				
Mexico				
Other				

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

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

II-7. Please indicate the maximum length (feet) of certain welded large diameter line pipe that your firm imports, without two or more sections of pipe being joined, for the following OD and wall thickness combinations. Report separately for each product imported by your firm, photocopying this page as necessary. Identify a) product and b) source, reported for each page by checking one box per category below.

- A) ERW large diameter line pipe SAW large diameter line pipe (including spiral weld)
- B) Japan Mexico All other sources combined

Item/wall thickness	Outside diameter			
	18 in. ≤ 24 in. OD	>24 in. ≤30 in. OD	>30 in. ≤42 in. OD	>42 in. OD
ERW:				
<0.500 in.				
≥0.500 in. ≤0.625 in.				
>0.625 in. ≤1.000 in.				
>1.000 inch				
SAW (including spiral weld):				
<0.500 in.				
≥0.500 in. ≤0.625 in.				
>0.625 in. ≤1.000 in.				
>1.000 inch				

Note: Please enclose product brochures or information published since 2001, regarding the available range of certain welded large diameter line pipe offered by your firm.

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

II-8a. COMPARABILITY OF ERW AND SAW (including spiral weld) CERTAIN WELDED LARGE DIAMETER LINE PIPE.-Please describe the differences and similarities between ERW and SAW certain welded large diameter line pipe with respect to the following factors: (a) **characteristics and uses**- describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**- discuss the interchangeability in end use of the two products; (c) **manufacturing processes**- describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**- describe the specific end/use customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**- describe any perceived differences in the two products (e.g.; sales/marketing practices); and (f) **price**- provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) **Characteristics and uses:** _____

(b) **Interchangeability:** _____

(c) **Manufacturing processes:** _____

(d) **Channels of distribution:** _____

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

(f) **Price:** _____

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

II-8b. COMPARABILITY OF SPIRAL-WELDED AND LONGITUDINALLY-WELDED CERTAIN WELDED LARGE DIAMETER LINE PIPE.-Please describe the differences and similarities between spiral-welded and longitudinally-welded certain welded large diameter line pipe with respect to the following factors: (a) **characteristics and uses**– describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**– discuss the interchangeability in end use of the two products; (c) **manufacturing processes**– describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**– describe the specific end/use customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**– describe any perceived differences in the two products (e.g.; sales/marketing practices); and (f) **price**– provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) **Characteristics and uses:** _____

(b) **Interchangeability:** _____

(c) **Manufacturing processes:** _____

(d) **Channels of distribution:** _____

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

(f) **Price:** _____

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

II-9a. **IMPORTS BY SOURCE**--Report your firm's imports and your firm's shipments and inventories of certain welded large diameter line pipe imported by your firm during the specified calendar years. **Report separately for ERW and SAW (including spiral weld) products imported by your firm, and for Japan, Mexico, and all other sources combined. Identify a) product (ERW or SAW) and b) source, reported for each page by checking one box per category below.** Photocopy this page as necessary.

- A) ERW large diameter line pipe SAW large diameter line pipe (including spiral weld)
- B) Japan 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 INVENTORIES⁵ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
¹ Please identify these sources: _____ _____ _____						
² Please identify the foreign producers, if known: _____ _____ _____						
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001-06 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-9b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of certain welded large diameter line pipe imported by your firm during the specified January-June periods. **Report separately for ERW and SAW (including spiral weld) products imported by your firm, and for Japan, Mexico, and all other sources combined.** Identify a) product (ERW or SAW) and b) source, reported for each page by checking one box per category below. Data for January-June 2006 and January-June 2007 reported on this page should be submitted to the Commission *separately* in a supplemental response. These data are due to the Commission by no later than **August 3, 2007**. Photocopy this page as necessary.

- A) ERW large diameter line pipe SAW large diameter line pipe (including spiral weld)
- B) Japan Mexico All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-June 2006	January-June 2007
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
IMPORTS:²		
<i>Quantity</i> of imports		
<i>Value</i> of imports		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption/company transfers:		
<i>Quantity</i> of internal consumption/transfers		
<i>Value</i> ³ of internal consumption/transfers		
EXPORT SHIPMENTS:⁴		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
¹ Please identify these sources: _____		
² Please identify the foreign producers, if known: _____		
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2006 and 2007 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-10. U.S. SHIPMENTS OF CERTAIN WELDED LARGE DIAMETER LINE PIPE, BY GRADE, SIZE, AND WALL THICKNESS.- Report your firm's internal consumption/company transfers and U.S. commercial shipments of certain welded large diameter line pipe imported by your firm. Totals reported below should equal the total of internal consumption/company transfers and U.S. commercial shipments reported in section II-9. **Report separately for ERW and SAW(including spiral weld) products imported by your firm, photocopying this page as necessary. Identify a) product (ERW or SAW) and b) source, reported for each pipe by checking one box per category below.**

- A) ERW large diameter line pipe SAW large diameter line pipe (including spiral weld)
- B) Japan Mexico All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
U.S. shipments by GRADE--						
X-40-49: <i>Quantity</i>						
<i>Value</i>						
X-50-59: <i>Quantity</i>						
<i>Value</i>						
X-60-69: <i>Quantity</i>						
<i>Value</i>						
X-70-79: <i>Quantity</i>						
<i>Value</i>						
X-80-99: <i>Quantity</i>						
<i>Value</i>						
X-100 and above: <i>Quantity</i>						
<i>Value</i>						
Other (describe: _____): <i>Quantity</i>						
<i>Value</i>						
U.S. shipments by SIZE--						
> 16 inches O.D. ≤ 24 inches O.D.: <i>Quantity</i>						
<i>Value</i>						
> 24 inches O.D. ≤ 42 inches O.D.: <i>Quantity</i>						
<i>Value</i>						
> 42 inches O.D.: <i>Quantity</i>						
<i>Value</i>						

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

II-10. U.S. SHIPMENTS OF CERTAIN WELDED LARGE DIAMETER LINE PIPE, BY GRADE, SIZE, AND WALL THICKNESS.- *Continued*

<i>(Quantity in short tons, value in \$1,000)</i>						
<i>Item</i>	<i>2001</i>	<i>2002</i>	<i>2003</i>	<i>2004</i>	<i>2005</i>	<i>2006</i>
U.S. shipments by WALL THICKNESS--						
> 0.500 inch <i>Quantity</i>						
<i>Value</i>						
≥0.500 inch ≤0.625 inch <i>Quantity</i>						
<i>Value</i>						
>0.625 inch ≤1.000 inch <i>Quantity</i>						
<i>Value</i>						
> 1.000 inch <i>Quantity</i>						
<i>Value</i>						
¹ Please describe: _____						

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

II-11. U.S. SHIPMENTS OF EXCLUDED CERTAIN CIRCULAR WELDED CARBON QUALITY LINE PIPE.—Report your firm’s internal consumption/company transfers and U.S. commercial shipments of certain circular welded carbon quality line pipe imported by your U.S. establishment(s) that are excluded from these investigations. Please refer to pages 4-5 of the instruction booklet for definitions and descriptions of the excluded products. Does your firm import and ship the products listed below?

No Yes— Report the following data separately for each country of origin. Photocopy as many pages as needed and identify the country for which you are reporting in the space provided. Report separately for ERW and SAW (including spiral weld) products imported by your firm, photocopying this page as necessary.

ERW large diameter line pipe COUNTRY: _____

<i>(Quantity in short tons, value in \$1,000)</i>						
Excluded products	2001	2002	2003	2004	2005	2006
<i>Quantity</i>						
<i>Value</i>						

ERW large diameter line pipe COUNTRY: _____

<i>(Quantity in short tons, value in \$1,000)</i>		
Excluded products	January-June 2006	January-June 2007¹
<i>Quantity</i>		
<i>Value</i>		

¹ Data reported in this table should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than **August 3, 2007**.

SAW large diameter line pipe (including spiral weld) COUNTRY: _____

<i>(Quantity in short tons, value in \$1,000)</i>						
Excluded products	2001	2002	2003	2004	2005	2006
<i>Quantity</i>						
<i>Value</i>						

SAW large diameter line pipe (including spiral weld) COUNTRY: _____

<i>(Quantity in short tons, value in \$1,000)</i>		
Excluded products	January-June 2006	January-June 2007¹
<i>Quantity</i>		
<i>Value</i>		

¹ Data reported in this table should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than **August 3, 2007**.

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

II-12. Describe the significance of the existing antidumping duty orders covering imports of welded large diameter line pipe from Japan 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-13. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of welded large diameter line pipe in the future if the antidumping duty orders on welded large diameter line pipe from Japan 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.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Craig Thomsen, Economist (craig.thomsen@usitc.gov or 202-205-3226).

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

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-June 2007. 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.*—Line pipe, 18 - 24 in. OD, 0.375 - 0.500 in. wall, API 5 LB X-42-X56, regardless of length**

***Product 2.*—Line pipe, 18 - 24 in. OD, greater than 0.375 - 0.625 in. wall, API 5 LB X-70-X79, regardless of length**

***Product 3.*—Line pipe, 16<OD≤ 20 in., 0.625 - 0.749 in. wall, API 5L X70-X80, regardless of length**

***Product 4.*—Line pipe, 26 - 36 in. OD, 0.625 - 1.000 in. wall, API 5 LB X-42-X52, regardless of length**

***Product 5.*—Line pipe, 30 - 42 in. OD, greater than 0.625 - 1.000 in. wall, API 5 LB X-60-X70, regardless of length**

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported. Also, please report separately for product imported from Japan and Mexico, as well as production process used; please check the appropriate box at the top of the next page and photocopy as necessary.

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

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

PRODUCT: Product 1 Product 2 Product 3 Product 4 Product 5

PRODUCTION METHOD: ERW DSAW Spiral-weld Longitudinal SAW (single seam)

COUNTRY: Japan Mexico

(Quantity in short tons, value in dollars)			
	Period of shipment	Quantity	Value ¹
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		
2007:	January-March		
	April-June ²		

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Data for April-June 2007 reported on this page should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than August 3, 2007. (See definitions in the instruction booklet.)

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

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

Section III-B.--PRICE-RELATED QUESTIONS

In your responses to the questions in this section, please distinguish as appropriate between ERW pipe, spiral-welded SAW pipe, and longitudinally-welded SAW pipe.

III-B-1. (a) Please describe how your firm determines the prices that it charges for sales of certain welded large diameter line 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.

(b) Please describe any announced price changes since December 31, 2006, providing when the announcement was made, its effective date, and the amount of the increase or decrease.

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 certain welded large diameter line pipe imported from Japan and Mexico (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its certain welded large diameter line pipe imported from Japan and Mexico in 2006 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)? Has the percentage of contract vs. spot sales increased, decreased, or stayed the same since 2001?

Type of sale	Share of sales (percent)	Increase/Decrease/Same
Long-term contracts		
Short-term contracts		
Spot sales		

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

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Since 2001, approximately what percent of your firm's contracts involved requests for price renegotiation? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-5. (d) Does the contract fix quantity, price, or both? _____

(e) Since 2001, have you imposed any surcharges or other price increases (including price escalation clauses) during the pendency of your contracts? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

(f) Do prices vary within the duration of a contract in response to changes in spot prices?

No Yes--Please describe the relationship of contract prices to spot prices.

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

(h) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes _____ No _____. If yes, please estimate the percentage of your firm's contract sales since 2001 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

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

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

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

(c) Since 2001, approximately what percent of your firm's contracts involved requests for price renegotiation? _____

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

(e) Since 2001, have you imposed any surcharges or other price increases (including price escalation clauses) during the pendency of your contracts? If so, please identify the amounts of the surcharge or price increase, the period of time during which it was effective, and the reason for the surcharge or price increase.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. (f) Do prices vary within the duration of a contract in response to changes in spot prices?

No Yes--Please describe the relationship of contract prices to spot prices.

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

(h) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place? Yes _____ No _____. If yes, please estimate the percentage of your firm's contract sales since 2001 in which a price change took place while the contract was still in place. Please note in your response the time period when this price change occurred and what caused the change. Attach additional pages if necessary.

III-B.7. Please describe the bidding process for contracts to produce certain welded large diameter line pipe. Please describe all factors considered in determining your initial bid prices (e.g., costs, capacity, domestic competition, foreign competition) and explain any trends in your bid prices since January 2001, and factors influencing those trends. If necessary, attach extra sheets.

III-B.8. How does the outcome of bids to a particular purchaser of certain welded large diameter line pipe influence your subsequent bids to other purchasers? For example, if you were not awarded a sale by a particular purchaser, would you lower your bid price or improve terms in making a subsequent quote to another purchaser?

III-B.9. Are bids open or closed? Open Closed

If bids are closed, do the purchasers tell you who your competitors are? Yes No

If bids are closed, is it common knowledge who your competitors are? Yes No

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B.10. Is there more than one chance to bid on a particular sales agreement? No Yes

(a) If yes, please describe the relationship between initial and final bids. That is, if the bid price changes between the initial and final bids, what factors determine this change (e.g., changes in specification, negotiated price changes, competitive pressure, etc.). Use additional sheets as necessary.

III-B.10. (b) If yes, does the purchaser discuss with you the bids of competing firms (whether or not they disclose who the competition is) in order to get you to lower your bid price? If yes, please describe these discussions.

III-B.11. Since January 2001, have there been instances when your firm has not bid for any reason on sales of certain welded large diameter line pipe? If yes, please state the year of the sale, the purchaser, miles of line pipe involved, and the reason that your firm did not bid (if known, e.g., price, technology, etc.). If necessary, attach additional sheets.

III-B-12. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain welded large diameter line pipe? Has the average lead time increased, decreased, or stayed the same since 2001?

Source	Share of 2006 sales	Increase/Decrease/Same	Lead time
From inventory			
Produced to order			
Total	100%		

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-13. (a) What is the approximate percentage of the total delivered cost of certain welded large diameter line pipe that is accounted for by U.S. inland transportation costs? _____ percent.

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

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

III-B-14. What is the geographic market area in the United States served by your firm's certain welded large diameter line pipe? Check all that apply. (See the instruction booklet for definitions).

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

III-B-15. Describe the end uses of the certain welded large diameter line pipe that you import from Japan and Mexico. For each end-use product, what percentage of the total cost is accounted for by certain welded large diameter line pipe?

<u>End use</u>	<u>Share of total cost accounted for by certain welded large diameter line pipe (percent)</u>
_____	_____
_____	_____
_____	_____

III-B-16. Have there been any changes in the end uses of certain welded large diameter line pipe since 2001?

- No Yes--Please describe.
- _____
- _____

III-B-17. Do you anticipate any changes in terms of the end uses of certain welded large diameter line pipe in the future?

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

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-18. (a) Please list in order of importance any products that may be substituted for certain welded large diameter line pipe.

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

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain welded large diameter line pipe?

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

III-B-19. Have there been any changes in the number or types of products that can be substituted for certain welded large diameter line pipe since 2001?

No Yes--Please explain.

III-B-20. Do you anticipate any changes in terms of the substitutability of other products for certain welded large diameter line 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.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-21. To what extent have changes in the prices of raw materials affected your firm's selling prices for certain welded large diameter line pipe during January 2001-March 2007? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-22. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced certain welded large diameter line pipe 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-23. (a) Do you anticipate any changes in terms of the availability of certain welded large diameter line pipe imported from Japan and Mexico in the U.S. market in the future?

- Increase No Change Decrease

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

III-B-24. Has the availability of NONSUBJECT imported certain welded large diameter line pipe changed since 2001?

- No Yes--Please explain.
-
-

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-25. Describe how easily your firm can shift its sales of certain welded large diameter line pipe between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting welded large diameter line pipe between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-26. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain welded large diameter line pipe since 2001?

No Yes--Please describe and quantify if possible.

III-B-27. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of certain welded large diameter line pipe in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-B-28. How has demand for welded large diameter line pipe changed since 2001:

In the United States? Increase Decrease Remain the same Other
In the rest of the world? Increase Decrease Remain the same Other

If "Other", please describe: _____

What were the principal factors affecting changes in demand?

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

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

III-B-29. Do you anticipate that demand for certain welded large diameter line pipe will increase, decrease, or remain the same for the foreseeable future:

In the United States? Increase Decrease Remain the same Other

In the rest of the world? Increase Decrease Remain the same Other

If "Other", please describe: _____

If you answered "Increase" or "Decrease" to either question, please provide the basis for your answer, including underlying assumptions, and time period, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-30. Please compare market prices of certain welded large diameter line pipe in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-B-31. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss certain welded large diameter line pipe supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Japan and 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-32. Are your exports of certain welded large diameter line pipe subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2001, or that are expected to occur in the future.

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-33. Does your firm sell certain welded large diameter line pipe over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain welded large diameter line pipe in 2006 accounted for by internet sales.

III-B-34. Is certain welded large diameter line pipe produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

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

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

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

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-35. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain welded large diameter line pipe produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Mexico	Other countries
United States				
Japan				
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 certain welded large diameter line pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--SPIRAL-WELDED LINE PIPE--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Dana Lofgren, Investigator (dana.lofgren@usitc.gov or 202-205-3185).

IV-1a. Report your firm's imports, and your firm's shipments and inventories of certain **spiral** welded large diameter line pipe imported by your firm during the specified calendar years. Report separately for Japan, Mexico, and all other sources combined. Identify the source reported for each page by checking one box below. Photocopy this page as necessary (see definitions in the instruction booklet).

Japan Mexico All other sources combined¹

(Quantity in short tons, value in \$1,000)						
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 INVENTORIES⁵ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						

¹ Please identify these sources: _____

² Please identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001-06 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?

Yes No--Please explain: _____

PART IV.--SPIRAL-WELDED LINE PIPE--TRADE AND RELATED INFORMATION--Continued

IV-1b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of certain **spiral** welded large diameter line pipe imported by your firm during the specified January-June periods. **Report separately for Japan, Mexico, and all other sources combined. Identify the source reported for each page by checking one box below. Data for January-June 2006 and January-June 2007 reported on this page should be submitted to the Commission separately in a supplemental response. These data are due to the Commission by no later than August 3, 2007.** Photocopy this page as necessary.

Japan Mexico All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-June 2006	January-June 2007
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
IMPORTS:²		
<i>Quantity</i> of imports		
<i>Value</i> of imports		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption/company transfers:		
<i>Quantity</i> of internal consumption/transfers		
<i>Value</i> ³ of internal consumption/transfers		
EXPORT SHIPMENTS:⁴		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
¹ Please identify these sources: _____		
² Please identify the foreign producers, if known: _____		
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2006 and 2007 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: _____		