

PRODUCERS' QUESTIONNAIRE
CIRCULAR WELDED CARBON-QUALITY STEEL PIPE FROM CHINA

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 June 21, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning circular welded carbon-quality steel pipe from China (inv. Nos. 701-TA-437 and 731-TA-1116 (Preliminary)). 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 produced circular welded carbon-quality steel pipe (as defined in the instruction booklet) at any time since January 1, 2004?</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

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 investigations 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.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 investigations 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 50 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 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. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigations is affirmative and an antidumping and/or countervailing duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping and/or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

I-4. 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing circular welded pipe from China into the United States or which are engaged in exporting circular welded pipe from China to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354; e-mail: cynthia.trainor@usitc.gov). **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 _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of circular welded pipe since January 1, 2004?

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

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

II-3. Does your firm produce other products on the same equipment and machinery used in the production of circular welded pipe?

No Yes--Provide the following information.

Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
Annual capacity for all products (short tons) ¹					
Production (short tons): Subject circular welded pipe					
Small/medium line pipe ²					
Large diameter line pipe ³					
OCTG					
Other ⁴					
All products					
¹ Capacity (production capability) (see definitions in the instruction booklet) is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate capacity, explain any changes in reported capacity, and indicate the basis on which the reported capacity data are allocated (e.g., production). Use additional pages as necessary.					
² Welded line pipe 16" or less in outside diameter (excluding dual-stenciled pipe used in standard/structural applications).					
³ Welded line pipe greater than 16" in outside diameter.					
⁴ Please describe: _____					

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce circular welded pipe?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Circular welded pipe	_____	OCTG	_____
Line pipe (up to 16" O.D.)	_____	_____	_____
Line pipe (above 16" O.D.)	_____	_____	_____

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

II-6. Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of circular welded pipe?

No Yes--Name firm: _____

II-7. Does your firm produce circular welded pipe in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2004, has your firm imported circular welded pipe?

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

II-9. If you transfer circular welded pipe s to related firms, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-10. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of circular welded pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

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

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2004, 2005, and 2006 below:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____.

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

II-11. **PROFILE OF CIRCULAR WELDED PIPE SHIPMENTS:** Please report the share (in percent) of your firm's total 2006 U.S. shipments (based on quantity) that was sold as indicated below.

A. By certification:

_____ percent	Stenciled to <i>only</i> ASTM specifications
_____ percent	Stenciled to <i>both</i> ASTM & API specifications (used in standard/structural applications)
_____ percent	Stenciled to proprietary specifications (e.g., certain fence tubing)
_____ percent	Not stenciled to any specification (describe _____)
_____ percent	Other (describe _____)
100 percent	

B. By grade:

_____ percent	ASTM A-53A
_____ percent	ASTM A-53B
_____ percent	ASTM A-135/795
_____ percent	ASTM A-500/A-252
_____ percent	Other (describe _____)
100 percent	

C. By size:

_____ percent	Less than or equal to 4.5 inches in outside diameter
_____ percent	Greater than 4.5 inches but less than or equal to 10.75 inches in outside diameter
_____ percent	Greater than 10.75 inches but less than or equal to 16 inches in outside diameter
100 percent	

D. By end finish:

_____ percent	Plain end / square cut
_____ percent	Beveled
_____ percent	Threaded or threaded & coupled
_____ percent	Other (describe _____)
100 percent	

E. By surface finish:

_____ percent	Black
_____ percent	Painted
_____ percent	Galvanized
_____ percent	Other (describe _____)
100 percent	

F. By length:

_____ percent	Single random lengths (approximately 20 feet)
_____ percent	Double random lengths (approximately 40 feet)
_____ percent	Triple random lengths (approximately 60 feet)
_____ percent	Other (describe _____)
100 percent	

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

II-12. Other than direct imports, has your firm otherwise purchased circular welded pipe since January 1, 2004?
(See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

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

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

Company contact: _____
 Name and title _____
 _____ Ext. _____
 Phone No. _____ Fax No. _____

 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

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

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

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

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

III-5. Other products.--Please list any other products you produced in the facilities in which you produced circular welded pipe, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Small/medium line pipe	_____	Oil country tubular goods	_____
Large diameter line pipe	_____	Other _____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on circular welded pipe.--Report the revenue and related cost information requested below on the circular welded pipe operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

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

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of circular welded pipe. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as sales or costs) that is consistent with your cost allocations in the previous question. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories (including raw materials, WIP, and FG)			
D. All other current			
E. Total current assets (lines 1.A. through 1.D.)			
2. Non-current assets:			
A. Original cost of property, plant, and equipment (PPE)			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current			
E. Total non-current assets (lines 2.C. and 2.D.)			
3. Total assets (lines 1.E and 2.E)			

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on circular welded pipe. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2006	2007
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-9. Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and circular welded pipe efforts (including efforts to develop a derivative or more advanced version of the circular welded pipe), or the scale of capital investments as a result of imports of circular welded pipe from China?

No Yes--My firm has experienced actual negative effects as follows with respect to
(check all that apply):

- Cancellation, postponement, or rejection of expansion projects
- Denial or rejection of investment proposal
- Reduction in the size of capital investments
- Rejection of bank loans
- Lowering of credit rating
- Problem related to the issue of stocks or bonds
- Other (specify) _____

III-10. Does your firm anticipate any negative impact of imports of circular welded pipe from China?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244; e-mail: gerald.benedick@usitc.com).

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests total quarterly selling quantity and value data concerning your firm's U.S. commercial shipments to U.S. distributors unrelated to your firm of its U.S.-produced circular welded carbon quality steel pipe (circular welded pipe) for the following products during January 2004-March 2007:

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 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 to your distributor customers. For sales on a delivered basis, deduct from the delivered price any U.S.-inland freight and shipping charges from your U.S. shipping point to your distributor customers and report the resulting effective f.o.b. U.S. point of shipment value (do not report transactions where you cannot report values, either actual or adjusted, on a f.o.b. U.S. point of shipment basis). Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts, rebates, etc.). See instruction booklet.

Report the requested pricing data in the table on the following page for sales to U.S. distributors unrelated to your firm for each of the four specified products (copy the table as necessary to report the pricing data separately for each specified product).

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products that your firm produced domestically and sold to U.S. distributors unrelated to your firm.

Product 1 Product 2 Product 3 Product 4 (Check box)

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ¹
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		

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.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its U.S.-produced circular welded pipe to all U.S. customers during January 2004-March 2007. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users) or by product specifications of the circular welded pipe that you produce domestically, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

IV-B-1. Please estimate below the share of your firm's total U.S. commercial shipments quantity of its U.S.-produced circular welded pipe during 2006 that was on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements.

Type of Sale:	Share of U.S. commercial shipments (percent)
Long-term	
Short-term	
Spot sales	

IV-B-2. Please discuss the following provisions of your U.S. sales on a typical long-term basis that involved your U.S.-produced circular welded pipe.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term basis that involved your U.S.-produced circular welded pipe.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

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

IV-B-4. Please describe below how your firm determines the prices that it charges for long-term and short-term sales of circular welded pipe to its U.S. customers (e.g., negotiate prices for each transaction, the role of quantity sold in arriving at prices, prices set by your price lists, use of follow-up price quotes, sell circular welded pipe bundled with other products you produce, etc.). If your firm uses/issues price lists, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer.

Long-term: _____

Short-term: _____

IV-B-5. Please explain how your firm establishes prices for sales of its U.S.-produced circular welded pipe on a spot basis.

IV-B-6. What were your firm's typical payment terms on sales of its U.S.-produced circular welded pipe shipped to U.S. customers during January 2004-March 2007 (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

IV-B-7. a) On what basis does your firm typically quote prices of its U.S.-produced circular welded pipe to its U.S. customers: f.o.b. plant/warehouse ____ or delivered ____? (Check one)

b) If f.o.b., do your customers typically arrange the freight ____ or does your firm arrange the freight ____? (Check one)

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight ____ or send the products freight collect ____? (Check one)

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

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

IV-B-8. Please describe terms of your firm's discount policy, if any, (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its U.S.-produced circular welded pipe during January 2004-March 2007. Do not include any payment discounts covered in question IV-B-6.

IV-B-9. Please report below your firm's announced price increases for sales of its U.S.-produced circular welded pipe since January 1, 2004. For each such price increase, identify the date of the announced price increase, the extent to which it held, and the product(s) that were included under the announced price increase.

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

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

IV-B-10. Report below for your firm's U.S. shipments, during January 2001-March 2007, of its U.S.-produced circular welded pipe.

a) What was the approximate percentage of the total delivered cost of your firm's circular welded pipe that was accounted for by U.S. inland transportation costs? _____ percent.

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

c) What was the approximate percentage of your sales occurred within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-11. What was the geographic market area in the United States served by your firm's U.S.-produced circular welded pipe during January 2004-March 2007?

- | | | | |
|------------------------------------|---|-------------------------------------|------------------------------------|
| <input type="checkbox"/> Northeast | <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Midwest | <input type="checkbox"/> Southeast |
| <input type="checkbox"/> Southwest | <input type="checkbox"/> Rocky Mountains | <input type="checkbox"/> West Coast | <input type="checkbox"/> Northwest |
| <input type="checkbox"/> National | <input type="checkbox"/> Other (describe) _____ | | |

Note any changes in your U.S. market area since January 2004.

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

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

IV-B-12. a) What was the average lead time (in days) between your customers' orders and the date of delivery for your firm's 2006 U.S. commercial shipments of its U.S.-produced circular welded pipe from its inventory and, if applicable, directly from its U.S. production? Also report the percentage share of your 2006 U.S. shipments that were from inventory and directly from your U.S. production.

Source	Share of 2006 U.S. commercial shipments quantity	Lead time
From inventory		
Direct from production		
Total	100%	

b) Have the average lead times changed since January 2004? Yes ___ No ___ (Check one)
If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the subject imported circular welded pipe from China (respond separately for lead times from inventory and direct from production).

IV-B-13. Does your firm sell its U.S.-produced circular welded pipe over the internet?

No Yes

If yes--

Please describe below, noting the estimated share of your firm's total U.S. sales in 2006 of its U.S.-produced circular welded pipe that was accounted for by internet sales.

IV-B-14. Have there been any significant changes in the product range or marketing of circular welded pipe in the United States since January 2004?

No Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your U.S.-produced circular welded pipe.

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

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

IV-B-15. Based on your two largest sales of your U.S.-produced circular welded pipe to domestic customers during January 2004-March 2007, identify, to the extent possible, the principal end-use product associated with each sale and the percentage share of the total cost to produce the end product accounted for by circular welded pipe.

<u>End use product</u>	<u>Share of total cost accounted for by circular welded pipe (percent)</u>
------------------------	--

_____	_____
_____	_____

IV-B-16. a) Specify for your firm's U.S. production of circular welded pipe during 2006 the approximate percentage share of its total U.S. production costs that was variable and the share that was fixed; also, identify the specific costs that you consider variable and consider fixed.

Variable costs: _____

Fixed costs: _____

b) Please identify below the top two raw material inputs (by value) in your firm's U.S. production of circular welded pipe during 2006 and estimate the percentage share of your total production costs in 2006 accounted for by each of these inputs.

<u>Top raw material inputs</u>	<u>Share of total cost accounted for by these inputs (percent)</u>
--------------------------------	--

_____	_____
_____	_____

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

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

IV-B-17. How has the demand for circular welded pipe in the United States and outside the United States, if known, changed since January 1, 2004? What principal factors affected any changes in demand?

a) **United States:**

Increased Unchanged Decreased Fluctuated

b) **Outside the United States:** (Specify below the countries/areas that you refer to outside of the United States)

Increased Unchanged Decreased Fluctuated

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

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

Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand in the U.S. market between circular welded pipe and alternative products in the following question.

IV-B-18. a) Please list in descending order of importance the top two products that may substitute for circular welded pipe, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2004-March 2007, and show the type of circular welded pipe product for which each alternative product is the most probable substitute.

- 1. _____
- 2. _____

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

- 1. _____
- 2. _____

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the circular welded pipe product? What is the time lag for any such impact and does this vary by type of circular welded pipe or final end-use?

- 1. _____

- 2. _____

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

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

IV-B-19. Are all types of circular welded pipe produced in the United States, imported from China, and imported from other countries used interchangeably (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	China	Other countries
United States			
China			

¹ For any country-pair producing circular welded pipe which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use. Also, identify any "other" countries included in column-4 comparisons.

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced circular welded pipe during January 2004-March 2007. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total domestic sales of its U.S.-produced circular welded pipe that each of these customers accounted for in 2006. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

