PURCHASERS' QUESTIONNAIRE

CERTAIN PIPE AND TUBE FROM ARGENTINA, BRAZIL, INDIA, KOREA, MEXICO, TAIWAN, THAILAND AND TURKEY

► LIGHT-WALLED RECTANGULAR PIPE AND TUBE ◀

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 March 8, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning LWR pipe and tube from Argentina and Taiwan (inv. Nos. 731-TA-409-410 (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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248, clark.workman@usitc.gov).

Name of firm _____

City			State	Zip co	de
World V	Wide Web address				
	firm purchased LWR pipe and tube (a any time since January 1, 1999?	s defined in the instruction	booklet) f	rom <u>any</u> sour	rce (domestic or
\square_{NO}	(Sign the certification below and pr	romptly return only this pag	ge of the q	uestionnaire	to the Commission)
YES	(Read the instruction booklet carefi return the entire questionnaire to th	ully, complete all parts of t e Commission)	he questio	nnaire, sign t	he certification, and
		CEDTIEICATION			
for the set the - :	:f	CERTIFICATION		und oomoott	the best of my by could
	information herein supplied in respon stand that the information submitted i				
led in this q	ertification I also grant consent for the questionnaire and throughout these t he same or similar merchandise. (If	reviews in any other impo	rt-injury i	investigation	s or reviews conducted l
owledge the	at information submitted in this questi	onnaire response and thro	ughout the	ese reviews m	ay be used by the Commi
plovees, and	d contract personnel who are acting in				
se review or ams and ope	r related proceedings for which this in erations of the Commission pursuant nents.				d investigations relating
se review or ams and ope sure agreen	erations of the Commission pursuant nents.	to 5 U.S.C. Appendix 3. I	understan		d investigations relating
se review or ams and ope sure agreen	erations of the Commission pursuant		understan		d investigations relating

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.

		number of hours required a completing the form.			
			hou	ırs	dollars
	f specific question	ments you may have for impas. Please attach such comm			
the instruction		of establishment(s) covered orting guidelines). If your g symbol.			
Is your firm		or in part, by any other firm			
No	YesList	the following information.			
Firm name		Address		Extent of ownershi	
importing L	WR pipe and tube	ed firms, either domestic or from Argentina and/or Tai pe and tube from Argentina	iwan into the U	nited State	s or which are
\square No	YesList	the following information.			
Firm name		Address		<u>Affiliatio</u>	<u>n</u>
					

PART I.--GENERAL QUESTIONS--Continued

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
company or any relat	stionnaire we request a copy of your	internal documents that describ
company or any relat	1 1	internal documents that describ

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of LWR pipe and tube. Report based on delivery date, not order date.

(Quantity in Short tons, value in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:							
Quantity							
Value							
PURCHASES OF PRODUCT PRODUCED IN ARGI	ENTINA:						
Quantity							
Value							
PURCHASES OF PRODUCT PRODUCED IN TAIW	AN:						
Quantity							
Value							
PURCHASES OF PRODUCT PRODUCED IN ALL (OTHER COUN	NTRIES:1					
Quantity							
Value							

PART II.--PURCHASES--Continued

II-2. If the relative levels of your firm's purchases of LWR pipe and tube from different sources (both domestic and foreign) have changed since 1999, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

	Country	Increase/decrease	Reason			
(a)	Did your fire	m purchase LWR pipe a	and tube from Argentina and/or Taiwan before 1999?			
	□ NoSkip to (c) □ Yes					
(b)	If yes, has ye 1999?	our pattern of purchasin	ng LWR pipe and tube from Argentina changed since			
	No, our pattern of purchasing is essentially unchanged.					
	Yes, we discontinued purchases from Argentina because of the order.					
	Yes, we reduced purchases from Argentina because of the order.					
Yes, bu		we changed the pattern ease explain below).	of purchases from Argentina for reasons other than			
(c)	If yes, has ye	our pattern of purchasin	ng LWR pipe and tube from Taiwan changed since			
	No, our	pattern of purchasing is	essentially unchanged.			
	Yes, we discontinued purchases from Taiwan because of the order.					
	Yes, we reduced purchases from Taiwan because of the order.					
		1				

PART II.--<u>PURCHASES</u>--Continued

(d)	Has your pattern of purchasing LWR pipe and tube from nonsubject foreign sources changed since 1999 (please check all that apply).
	We did not purchase from nonsubject foreign sources before or after the order.
	No, our pattern of purchasing is essentially unchanged.
	Yes, we increased purchases from nonsubject foreign sources because of the order.
	Yes, but we changed our pattern of purchases from nonsubject foreign sources for reasons other than the order (please explain below).

III-1.	Which of the following best describes your firm as a purchaser of LWR pipe and tube (check all that apply, noting the specific end uses if known)?
	DISTRIBUTOR (
	Other ()
III-2.	(a) If your firm is a distributor or reseller of LWR pipe and tube, what are the major types of customers to which you sell LWR pipe and tube?
	(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase LWR pipe and tube?
III-3.	If your firm is an end user of LWR pipe and tube, list in order of quantity of LWR pipe and tube consumed, the top 3 products for which your firm purchases LWR pipe and tube as a component part or input. Please indicate what percentage of the <u>total cost</u> is accounted for by LWR pipe and tube.
	Product you produce Percent of cost accounted for
	1
	2
	3
III-4.	(a) If your firm is an end user of LWR pipe and tube, has the demand for your firm's final products incorporating LWR pipe and tube changed since 1999?
	Increased Unchanged Decreased
	(b) Has this had any effect on your firm's demand for LWR pipe and tube?

∐ No	YesDiscuss the changes, noting	ng the time period in which they occur
D		CLWD alast and take in the form
Do you and		
(a) Please l tube.	ist in order of importance any products t	hat may be substituted for LWR pipe a
(1)	(2)	(3)
(b) For each	n possible substitute product, please give are substitutes.	
(b) For each	n possible substitute product, please give	
(b) For each	n possible substitute product, please give	e examples of applications and end use
(b) For each which they	n possible substitute product, please give are substitutes.	e examples of applications and end use
(b) For each which they	n possible substitute product, please give are substitutes.	e examples of applications and end use
(b) For each which they (c) Have ch	n possible substitute product, please give are substitutes.	e examples of applications and end use
(b) For each which they (c) Have ch	n possible substitute product, please give are substitutes. anges in the prices of these products affer Yes-Please explain.	e examples of applications and end use

III-9.	Do you anticipate any changes in terms of the substitutability of other products for LWR pipe and tube in the future?						
	YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.						
III-10.	(a) How has demand within the United States for LWR pipe and tube changed since 1999? Increased Unchanged Decreased Other (describe)						
	What were the principal factors affecting changes in demand?						
III-10.	(b) How has demand outside the United States (if known) for LWR pipe and tube changed since 1999?						
	☐ Increased ☐ Unchanged ☐ Decreased ☐ Other (describe)						
	What were the principal factors affecting changes in demand?						
III-11.	Do you anticipate any future changes in LWR pipe and tube demand in the United States and, if known, the rest of the world?						
	YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.						

III-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss LWR pipe and tube demand and/or factors affecting LWR pipe and tube demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to these reviews, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.
III-13.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced LWR pipe and tube in the U.S. market since 1999?
	No YesPlease note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.
III-14.	Does the availability of U.Sproduced LWR pipe and tube in the U.S. market continue to be affected by the changes described above?
	No Yes–Please discuss.
III-15.	Is buying a product that is produced in the United States an important factor in your firm's purchases of LWR pipe and tube (please check ALL that apply)?
	YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of LWR pipe and tube.
	YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of LWR pipe and tube.
	YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of LWR pipe and tube.

III-16.	(a) Is the LWR pipe and tube market subject to business cycles or conditions of competition distinctive to LWR pipe and tube?						
	No YesPlease explain and provide estimates of the duration of any such cycle.						
	(b) Has the emergence of new markets for LWR pipe and tube since 1999 affected the business cycles or conditions of competition distinctive to LWR pipe and tube?						
	No YesPlease explain any such changes.						
III-17.	Who are your major competitors?						
III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving LWR pipe and tube based on the producer of the LWR pipe and tube you purchase?						
	Your firm:						
	Your customers:						
	If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.						
	Your firm:						
	Your customers:						

III-19.				ur customers make purchasing decisions origin of the LWR pipe and tube you		
	Your firm:	Always	Usually	Sometimes Never		
	Your customers:	Always	Usually	Sometimes Never		
	If at least sometimes why this information		ow your firm or y	your customers determine the source and		
	Your firm:					
	Your customers:					
III-20.	(a) How frequently do you make purchases? Daily					
	Other (specify))		
	(b) Do you expect th			·		
	∐ No ☐	YesHow and wh	y do you expect	these changes to occur?		
III-21.	How many suppliers	do you generally	contact before m	aking a purchase?		
III-22.	(a) Do purchases of I purchaser?	LWR pipe and tub	oe usually involve	e negotiations between supplier and		
	No .		ourchasers genera	tions. In your response, please comment lly quote competing prices as part of the		

		firm tend to vary its purchases from a given supplier within a specified time period price offered for that period?
	No	YesSpecify the time period.
III-23.	Have you char	nged suppliers since 1999?
	No	YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.
III-24.	(a) Are you avin the since 19	vare of any new suppliers, either foreign or domestic, that have entered the market 1999?
	No	YesPlease identify the firms and indicate how you become aware of them.
	(b) Do you ex	pect new LWR pipe and tube suppliers to enter the market in the future?
	No	YesPlease provide details, noting the specific future time period in your response.

111-25.	chemistry, strength, or other performance characteristic of the LWR pipe and tube they sell to your firm?
	No Yes—percent of purchases in 2005 Yes—all purchases
	Please provide a general description of the certification or qualification process and the time required.
III-26.	Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.
III-27.	Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their LWR pipe and tube with your firm or have any producers lost their approved status?
	No YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-28. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for LWR pipe and tube.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standard	ls		
Quality exceeds industry standa	ards 🔲		
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

111-29.	in deciding from whom to purchase LWR pipe and tube for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).
	1
	2
	3
	Other factors or comments:
III-30.	What characteristics does your firm consider when determining the quality of LWR pipe and tube?
III-31.	How often does your firm purchase the LWR pipe and tube that is offered at the lowest price?
	Lalways Lusually Sometimes Lawrence
III-32.	Please detail any instances where your firm paid a higher price for merchandise based upon factors other than price, indicating whether the competing merchandise was required to meet ASTM or other designated specifications.
III-33.	Please list the names of any firms you considered price leaders in the LWR pipe and tube market since 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-34.	4. Please describe how the above firm(s) exhibited price leadership.						
III-35.	How frequently does the price of the LWR pipe and tube you are purchasing change?						
III-36.	Does your firm purchase LWR pipe and tube over the internet?						
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of LWR pipe and tube in 2005 accounted for by internet purchases.						
III-37.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. LWR pipe and tube industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.						
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. LWR pipe and tube industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.						
III-38.	What do you think will be the likely effects of any revocation of the antidumping duty order for imports of LWR pipe and tube from Argentina and/or Taiwan? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.						
	(1) Activities of your firm:						
	(2) Entire U.S. market:						

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

Please indicate the countries of origin for LWR pipe and tube for which your firm has act marketing/pricing knowledge.							
United States							
Argentina							
□ Taiwan							
							
Other countrie	es (Please specify _						
IV-2. Is LWR pipe and tube 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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. ¹							
Country-pair	United States	Argentina	Taiwan	Other countries			
United States							
Argentina							
Taiwan							
For any country-pair producing LWR pipe and tube which is sometimes or never interchangeable, please explain the factors that limit or preclude interchangeable use:							

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-3.	Do you or your customers ever specifically order LWR pipe and tube from one country in particular over other possible sources of supply?					
	No YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why LWR pipe and tube from these countries is preferred over product from other countries (please note the specific product in your response).					
IV-4.	Are certain grades/types/sizes of LWR pipe and tube available from only a single source (domestic or foreign, including both subject and nonsubject countries)? No YesPlease identify the source and the grade/type/size.					
IV-5.	If you purchased LWR pipe and tube from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.					

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

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

	compared to _		
(specify country)	_ ·	(specify country)	
	SUPERIOR	COMPARABLE	INFERIOR
Availability			
Delivery terms	🗆		
Delivery time	🗆		
Discounts offered			
Extension of credit			
Lower price			
Minimum qty requirements			
Packaging			
Product consistency	🗆		
Quality meets industry standards .			
Quality exceeds industry standards			
Product range	🗆		
Reliability of supply			
Technical support/service			
Lower U.S. transportation costs	🗆		
Other (specify):			
	🗆		

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7.		loes domestically or your uses or y			and tube meet minim	num quality			
	Always	Usually			Rarely or never	r			
		loes imported subsy specifications				ina or Taiwan) meet			
	Always Does your response				Rarely or never	r tries? No Yes			
	If the answer is in the space pro		ribe how	the countries of	differ in meeting mi	nimum specifications			
		(c) How often does imported nonsubject LWR pipe and tube meet minimum quality specifications for your uses or your customers' uses?							
	Country		Always	Usually	☐ Sometimes	Rarely or never			
	Country		Always	Usually	☐ Sometimes	Rarely or never			
	Country		Always	Usually	Sometimes	Rarely or never			
IV-8.	(a) Since 1999, has there been a change in the price of LWR pipe and tube? If so, has the price of U.Sproduced LWR pipe and tube changed more or less than the price of imported LWR pipe and tube from Argentina and/or Taiwan?								
	No change in price								
	Prices have changed by the same amount								
	Price of U.Sproduced LWR pipe and tube has changed relative to the price of LWR pipe and tube from Argentina and/or Taiwan								
	(b) If the price of U.Sproduced LWR pipe and tube has changed relative to the price of LWR pipe and tube from Argentina and/or Taiwan, the price of U.Sproduced LWR pipe and tube is now relatively								
	Higher	Lower							

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased LWR pipe and tube since 1999 and approximate the percentage of your LWR pipe and tube purchases each accounted for in 2005.

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