

**U.S. IMPORTER'S QUESTIONNAIRE**

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

**>> STANDARD AND STRUCTURAL PIPE AND TUBE <<**

*Return completed questionnaire by March 8, 2006 to:*

UNITED STATES INTERNATIONAL TRADE COMMISSION  
Office of Investigations, Attn: Russell Duncan, Room 615-U  
500 E Street, SW, Washington, DC 20436

*Or electronically to:* [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov)

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey (inv. Nos. 701-TA-253 and 731-TA-132, 252, 271, 273, 532-534, and 536 (Second Reviews)). 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><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm imported standard and structural pipe or tube (as defined in the instruction booklet) at any time since January 1, 1999?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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**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

( )  
\_\_\_\_\_  
Phone

( )  
\_\_\_\_\_  
Fax

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I-3. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey into the United States or which are engaged in exporting standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey to the United States?

No             Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing standard and structural pipe and tube from countries other than Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey into the United States or which are engaged in exporting standard and structural pipe and tube from countries other than Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey 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-9. Please indicate whether your firm enters standard and structural pipe and tube into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

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

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Bonded warehouses     No             Yes--list location(s)

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I-10. Please indicate whether your firm imports standard and structural pipe and tube under the TIB (temporary importation under bond) program.

No             Yes

I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for standard and structural pipe and tube?

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

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I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727, [russell.duncan@usitc.gov](mailto:russell.duncan@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 number 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; or any other change in the character of your operations or organization relating to the importation of standard and structural pipe and tube since 1999?

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 standard and structural pipe and tube 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.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of standard and structural pipe and tube in the future if the countervailing duty order and the antidumping duty orders on standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and/or Turkey 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.

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II-5. Has your firm imported or arranged for the importation of standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, or Turkey for delivery after December 31, 2005?

- No
- Yes-- Indicate when such orders are to be delivered and the quantities involved.

<u>Source</u>	<u>Jan-Mar 2006</u>	<u>Apr-Jun 2006</u>	<u>Jul-Sept 2006</u>	<u>Oct-Dec 2006</u>
Brazil	_____	_____	_____	_____
India	_____	_____	_____	_____
Korea	_____	_____	_____	_____
Mexico	_____	_____	_____	_____
Taiwan	_____	_____	_____	_____
Thailand	_____	_____	_____	_____
Turkey	_____	_____	_____	_____

II-6. If your firm also produces standard and structural pipe and tube in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. Imports from Brazil.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**BRAZIL**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from Brazil:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							



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

II-7b. Imports from India.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**INDIA**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from India:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-7c. Imports from Korea--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> (quantity)							
<b>Imports from Korea:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> (quantity)							
<b>Channels of distribution:</b>							
U.S. shipments to distributors (quantity)							
U.S. shipments to end users (quantity)							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> <u>Reconciliation of data</u> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-7d. Imports from Mexico.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**MEXICO**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from Mexico:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> <u>Reconciliation of data.</u> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-7e. Imports from Taiwan.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet--please report product meeting *either* of the definitions for standard and structural pipe and tube produced in Taiwan provided in the instruction booklet)

**TAIWAN**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from Taiwan:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> <u>Reconciliation of data.</u> --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?							
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-7f. Imports from Thailand.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**THAILAND**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from Thailand:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> <u>Reconciliation of data.</u> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-7g. Imports from Turkey.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**TURKEY**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from Turkey:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> <u>Reconciliation of data.</u> --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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-7h. Imports from all other sources.--Report your firm's imports and your firm's shipments and inventories of standard and structural pipe and tube imported by your firm during 1999-2005. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES**

Quantity (in 1,000 short tons) and value (in \$1,000)							
Item	1999	2000	2001	2002	2003	2004	2005
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )							
<b>Imports from all other sources:</b> <sup>1</sup>							
Quantity of imports							
Value of imports							
<b>U.S. shipments:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/Transfers to related firms:</b>							
Quantity of internal cons/transfers							
Value <sup>2</sup> of internal cons/transfers							
<b>Export shipments:</b> <sup>3</sup>							
Quantity of exports							
Value of exports							
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )							
<b>Channels of distribution:</b>							
U.S. shipments to distributors ( <i>quantity</i> )							
U.S. shipments to end users ( <i>quantity</i> )							
<sup>1</sup> Please identify these sources and the foreign producers, if known: _____ _____ _____							
<sup>2</sup> 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 1999-2005 below: _____ _____ _____							
<sup>3</sup> Identify your principal export markets: _____							
<sup>4</sup> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

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

II-8. Describe the significance of the existing countervailing duty and the antidumping duty orders covering imports of standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey 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 order. . *Please indicate if your response differs per individual order.*

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of standard and structural pipe and tube in the future if the countervailing duty and the antidumping duty orders on standard and structural pipe and tube from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey were to be revoked? . *Please indicate if your response differs per individual order.*

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.

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**PART III.—PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248, [clark.workman@usitc.gov](mailto:clark.workman@usitc.gov)).

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

Company contact: \_\_\_\_\_  
Name and title

( ) \_\_\_\_\_  
Phone number E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during 1999-2005. 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.—Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, 1 inch nominal pipe size (“NPS”).**

**Product 2.—Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, 2 inches NPS.**

**Product 3.—Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, with NPS of 2-4 inches inclusive.**

**Product 4.—Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, galvanized, plain-end, with NPS of 2-4 inches inclusive.**

**Product 5.—Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, with NPS of 6-8 inches inclusive.**

**Product 6.—Circular welded non-alloy steel pipe meeting ASTM-A-53 or equivalent, schedule 40, black, plain-end, 10 inches NPS.**

**Product 7.—Galvanized fence tube, with outside diameter of 1 3/8 - 2 3/8 inches inclusive, and wall thickness of 0.055-0.075 inch.**

Please report *separately* for each pricing product from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey from which you purchased standard and structural pipe and tube using the fields provided.

When completing question III-2, please photocopy additional pages as necessary. If you are completing the questionnaire electronically and require additional electronic pages to provide the requested price data, please contact [russell.duncan@usitc.gov](mailto:russell.duncan@usitc.gov).

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

III-2. Pricing.-Report the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> by country and supplier below.

**Country :** ( \_\_\_\_\_ )

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product _____</b>		<b>Product _____</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>1999</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<p><sup>1</sup> 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.</p> <p><sup>2</sup> Pricing product definitions are provided on the first page of section III.</p> <p>Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:</p> <p>_____</p> <p>_____</p>				

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

III-2. Pricing.-Report the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> by country and supplier below.

**Country :** ( \_\_\_\_\_ )

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product _____		Product _____	
	Quantity	Value	Quantity	Value
<b>1999</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<sup>1</sup> 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. <sup>2</sup> Pricing product definitions are provided on the first page of section III.				
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**

III-2. Pricing.-Report the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> by country and supplier below.

**Country :** ( \_\_\_\_\_ )

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product _____</b>		<b>Product _____</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>1999</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<sup>1</sup> 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. <sup>2</sup> Pricing product definitions are provided on the first page of section III.				
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**

III-2. Pricing.-Report the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> by country and supplier below.

**Country :** ( \_\_\_\_\_ )

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product _____</b>		<b>Product _____</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>1999</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<sup>1</sup> 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. <sup>2</sup> Pricing product definitions are provided on the first page of section III.				
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**

III-2. Pricing.-Report the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> by country and supplier below.

**Country :** ( \_\_\_\_\_ )

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product _____</b>		<b>Product _____</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>1999</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002</b>				
January-March				
April-June				
July-September				
October-December				
<b>2003</b>				
January-March				
April-June				
July-September				
October-December				
<b>2004</b>				
January-March				
April-June				
July-September				
October-December				
<b>2005</b>				
January-March				
April-June				
July-September				
October-December				
<sup>1</sup> 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. <sup>2</sup> Pricing product definitions are provided on the first page of section III.				
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**

**Note:** *In the following questions, if your answer differs for Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey, please discuss the difference.*

III-3. Please describe how your firm determines the prices that it charges for sales of standard and structural pipe and tube (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.

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III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-5. What are your firm's typical sales terms for standard and structural pipe and tube imported from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey (e.g., 2/10 net 30 days)? \_\_\_\_\_  
\_\_\_\_\_. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

III-6. Approximately what share of your firm's sales of its standard and structural pipe and tube imported from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long term contracts	_____
Short term contracts	_____
Spot sales	_____

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

III-7. 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) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-8. 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) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of standard and structural pipe and tube?

<u>Source</u>	<u>Share of sales,</u> <u>2005</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
<b>Total</b>	<b>100 %</b>	_____

- III-10. (a) What is the approximate percentage of the total delivered cost of standard and structural pipe and tube that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)  
 Your firm     or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.



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

III-11. What is the geographic market area in the United States served by your firm's standard and structural pipe and tube? (check all the apply)

- Northeast                       Mid-Atlantic                       Midwest                       Southeast
- Southwest                       Rocky Mountains                       West Coast                       Northwest
- National                       Other (describe: \_\_\_\_\_)

III-12. Describe the end uses of the standard and structural pipe and tube that you import from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey. For each end-use product, what percentage of the total cost is accounted for by standard and structural pipe and tube?

<u>End use</u>	<u>Share of total cost (percent)</u>

III-13. Have there been any changes in the end uses of standard and structural pipe and tube since 1999?

- No                       Yes--Please describe.

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III-14. Do you anticipate any changes in terms of the end uses of standard and structural pipe and tube 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.

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

III-15. (a) Please list in order of importance any products that may be substituted for standard and structural pipe and tube.

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

(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 standard and structural pipe and tube?

No       Yes-- To what degree do changes in their prices affect the price for standard and structural pipe and tube? 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 standard and structural pipe and tube or final end use?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-16. Have there been any changes in the number or types of products that can be substituted for standard and structural pipe and tube since 1999?

No       Yes--Please explain.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

III-17. Do you anticipate any changes in terms of the substitutability of other products for standard and structural pipe and tube 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.

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III-18. To what extent have changes in the prices of raw materials affected your firm's selling prices for standard and structural pipe and tube during 1999-2005? 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.

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III-19. 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 standard and structural pipe and tube in the U.S. market since 1999?

- 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.

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

III-20. (a) Do you anticipate any changes in terms of the availability of standard and structural pipe and tube imported from Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey 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.

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III-21. Has the availability of **nonsubject** imported standard and structural pipe and tube changed since 1999 (*i.e.* import from sources other than Brazil, India, Korea, Mexico, Taiwan, Thailand, and Turkey)?

No                       Yes--Please explain.

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III-22. Describe how easily your firm can shift its sales of standard and structural pipe and tube 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 standard and structural pipe and tube 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.

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

III-23. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of standard and structural pipe and tube since 1999?

No             Yes-- Please describe and quantify if possible.

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III-24. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of standard and structural pipe and tube 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 describe and quantify if possible.

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III-25. How has demand for standard and structural pipe and tube changed since 1999:

(a) within the United States?

Increased             Unchanged             Decreased  
 Other (describe: \_\_\_\_\_)

What were the principal factors affecting changes in demand?

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(b) outside the United States?

Increased             Unchanged             Decreased  
 Other (describe: \_\_\_\_\_)

What were the principal factors affecting changes in demand?

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

III-26. Do you anticipate any future changes in standard and structural pipe and tube demand in the United States and, if known, the rest of the world?

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

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III-27. Please compare market prices of standard and structural pipe and tube in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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III-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss standard and structural pipe and tube supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

III-29. Are your exports of standard and structural pipe and tube 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 1999 that are expected to occur in the future.

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III-30. Does your firm sell standard and structural pipe and tube over the internet?

- No             Yes--Please describe, noting the estimated percentage of your firm's total sales of standard and structural pipe and tube in 2005 accounted for by internet sales.

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

III-31. Is standard and structural 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 *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 “O” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	United States	Brazil	India	Korea	Mexico	Taiwan	Thailand	Turkey	Other countries
United States									
Brazil									
India									
Korea									
Mexico									
Taiwan									
Thailand									
Turkey									

<sup>1</sup> For any country-pair producing standard and structural pipe and tube which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

III-32. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between standard and structural pipe and tube 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.<sup>1</sup>

Country-pair	United States	Brazil	India	Korea	Mexico	Taiwan	Thailand	Turkey	Other countries
United States									
Brazil									
India									
Korea									
Mexico									
Taiwan									
Thailand									
Turkey									

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of standard and structural pipe and tube, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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