

U.S. PRODUCERS' QUESTIONNAIRE

CIRCULAR WELDED CARBON-QUALITY STEEL PIPE FROM CHINA

This questionnaire must be received by the Commission by no later than March 14, 2008

See page 4 of the Instruction Booklet for filing instructions.

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-447 and 731-TA-1116 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced circular welded carbon-quality steel pipe (as defined in the instruction booklet) at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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 means of 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.

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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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?

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. 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.

PART I.--GENERAL INFORMATION--Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

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 Joanna Lo (202-205-1888, Joanna.Lo@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; 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, 2005?

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

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

No Yes--List the following information.

Item	Calendar years		
	2005	2006	2007
Annual capacity for all products (<i>short tons</i>)			
Production (<i>short tons</i>)			
Subject circular welded pipe ¹			
Small/medium line pipe ²			
Large diameter line pipe ³			
OCTG			
Other ⁴			
All products			
¹ Production should equal the volumes reported in response to question II-10. ² Welded line pipe 16" or less in outside diameter (excluding dual-stenciled pipe that is 32 feet in length or less; less than 2.0 inches (50 mm) in outside diameter; has a galvanized and/or painted surface finish; or has a threaded and/or coupled finish). ³ Welded line pipe greater than 16" in outside diameter. ⁴ Please describe: _____			

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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., production volume): _____

Products produced using the same workers and share of total production in 2007 (in percent):

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

II-6. Since January 1, 2005, 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(s): _____.

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, 2005, has your firm imported circular welded pipe?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-9. If you transfer circular welded pipe 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.)

Quantity (in short tons) and value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
Average production capacity ¹ (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers			
Value ² of transfers			
Export shipments:³			
Quantity of export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to distributors (value)			
U.S. shipments to end users (quantity)			
U.S. shipments to end users (value)			
Employment data:			
Average number of PRWs (number)			
Hours worked by PRWs (1,000 hours)			
Wages paid to PRWs (value)			
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, including, if applicable, the product mix assumptions for the calculation of capacity, any other allocations, and explain any change in reported capacity (use additional pages as necessary). <hr/>			
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 2005, 2006, and 2007 below: <hr/>			
³ Identify your principal export markets: _____ <hr/>			
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? <hr/>			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <hr/>			

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 2007 U.S. shipments (based on quantity) that was sold as indicated below.

A. By certification:

- ____ percent Stenciled to *only* ASTM specifications
- ____ percent Stenciled to an ASTM specification *and* another specification such as API 5L or X-42
(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, 2005? (See definitions in the instruction booklet.)

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

(Quantity in short tons, value in \$1,000)			
Item	Calendar years		
	2005	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/>			
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/>			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, Justin.Jee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

() _____
Fax number

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, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or 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.

PART III.--FINANCIAL INFORMATION--Continued

III-5. 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>Products</u>	<u>Share of sales</u>
<u>Small/medium line pipe</u> _____	_____
<u>Large diameter line pipe</u> _____	_____
<u>Oil country tubular goods</u> _____	_____
<u>Other</u> _____	_____

III-6. Does your company receive inputs (raw materials, labor, energy or any other services) used in the production of circular welded pipe from any related company?

Yes—Continue to question III-7 below. No—Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of circular welded pipe that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No—Continue to question III-10 below.

PART III.--FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on circular welded pipe); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable. A separate listing of inputs acquired from related parties valued at fair market value should be provided pursuant to instructions in question III-11.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—please contact Justin Jee at 202-205-3186.

III-10. Nonrecurring charges/income.--For each annual period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges/income, the particular expense/cost and income line items from question III-1 where the associated charges/income are included, a brief description of the charges/income, and the associated values (*in \$1,000*). Nonrecurring charges/income would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's circular welded pipe operations.

Item	Fiscal years ended--		
	_____	_____	_____
Non-recurring charges/income: (In this column please provide a brief description of each nonrecurring charge/income and indicate the particular expense/cost and income line items where the associated charges/income are included in question III-7.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.--FINANCIAL INFORMATION--Continued

III-11. 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.² Provide data for your three most recently completed fiscal years in chronological order from left to right. 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) and value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 If you received internal transfers or purchased inputs from related parties, provide a separate schedule showing the changes in cost, by category, that would reflect valuation of such inputs at fair market value. 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. ³ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-12. 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 production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. 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)			
Item	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			
D. All other current			
E. Total current assets (lines 1.A. through 1.D.)			
2. Property, plant, and equipment (PPE):			
A. Original cost of 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. plus 2.D.)			
3. Total assets (lines 1.E. and 2.E.)			

III-13. 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.

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

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2005, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), 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:
- 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-15. Does your firm anticipate any negative impact of imports of circular welded pipe from China?

PART IV.--PRICING AND RELATED INFORMATION

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

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

Company contact: _____
Name and title

() _____
Phone number 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 four product categories and four specific products during January 2005-December 2007:

Please note that the four product categories 1, 2, 3, and 4 are accompanied by a specific product within each category for which price data are also requested. Quantities and values of the specific product(s) must be included in the totals reported for the broader product categories.

Product 1.—ASTM A-53 schedule 40 black plain-end, with nominal outside diameter of 2-4 inches inclusive.

Product 1a.—ASTM A-53 schedule 40 black plain-end, with nominal outside diameter of 2 inches.

Product 2.—ASTM A-53 schedule 40 galvanized plain-end, with nominal outside diameter of 2-4 inches inclusive.

Product 2a.—ASTM A-53 schedule 40 galvanized plain-end, with nominal outside diameter of 2 inches.

Product 3.—ASTM A-53 schedule 40 black plain-end, with nominal outside diameter of 6-8 inches inclusive.

Product 3a.—ASTM A-53 schedule 40 black plain-end, with nominal outside diameter of 6 inches.

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.

Product 4a.—Galvanized fence tube, with nominal outside diameter of 2 inches (also referred to as 2 and 3/8 inch in the fence tube industry), and wall thickness of 0.065 inch (+/- 10 percent).

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 specified product categories and specific products (copy the tables as necessary to report the pricing data separately for each specified product category and specific product).

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

Section IV-A--PRICE DATA—Continued

IV-A-1. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 1		Product 1a	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
Period of shipment	Product 2		Product 2a	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 1: _____ Product 1a: _____ Product 2: _____ Product 2a: _____				

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

Section IV-A--PRICE DATA—Continued

IV-A-1. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

<i>(Quantity in short tons, value in dollars)</i>				
Period of shipment	Product 3		Product 3a	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
Period of shipment	Product 4		Product 4a	
	Quantity	Value	Quantity	Value
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				
April-June				
July-September				
October-December				
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: Product 3: _____ Product 3a: _____ Product 4: _____ Product 4a: _____				

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

Section IV-A--PRICE DATA—Continued

IV-A-2. If your firm uses/issues price lists for its U.S.-produced circular welded pipe, 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 (e.g., distributor, type of distributor, end user, type of end user, etc.).

IV-A-3. Please explain in what units (per short ton or per 100 feet) your U.S. customers preferred to have prices quoted to them during 2005-07 for your U.S.-produced circular welded pipes. Answer separately for distributors and for end users. Please explain, if applicable, why some customers prefer to have prices quoted per short ton and others per 100 feet.

Distributors: _____

End users: _____

IV-A-4. Please explain the extent to which your net U.S. f.o.b. selling prices may have differed among products within each product category (1, 2, 3, and 4) during 2005-07 on a per short ton basis for your firm's U.S.-produced circular welded pipes, and explain the reason(s) for any price differences among the products in each product category (e.g., differences in wall thickness or diameter; timing of sales within quarter; volume of sales; level of trade; etc.). Please report only for product categories which your firm reported the requested price data on pages 16 and 17.

Product category 1: _____

Product category 2: _____

Product category 3: _____

Product category 4: _____

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

Section IV-A--PRICE DATA—Continued

IV-A-5. Please explain why net U.S. f.o.b. selling price differences of \$100 or more per short ton during 2005-07 might have existed among responding U.S. producers for their U.S.-produced circular welded pipes in each of the four specified product categories 1, 2, 3, and 4 for which price data were requested. Please answer separately for each such product category.

Product category 1: _____

Product category 2: _____

Product category 3: _____

Product category 4: _____

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

Section IV-A--PRICE DATA—Continued

IV-A-6. a) Please identify for the U.S. market the factors that define master distributors of circular welded pipe and how such firms may differ from other distributors of circular welded pipe.

b) Specify, to the extent possible, when (month and year) master distributors appeared in the U.S. market for circular welded pipe.

c) Please explain the influence of master distributors in the U.S. market for circular welded pipe during 2005-07 and how any such influence changed during this period.

d) Please explain how and why U.S. selling prices in general (not restricted to the pricing products) may have differed for your firm's sales of its U.S.-produced circular welded pipes to master distributors vis-a-vis sales to other distributors during 2005-07.

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

Section IV-A--PRICE DATA—Continued

IV-A-7. Please estimate below the average percentage increase in U.S. price (based on price levels during 2007) of all your firm's U.S.-produced circular welded pipe products and the length of time for such a price increase that would have been required for your firm to increase production from your firm's excess capacity during 2007, in response to an increase in U.S. demand. In addition, identify the types and sizes of circular welded pipe for which your firm would have increased production.

IV-A-8. a) Please specify and discuss any transportation delays/difficulties concerning the imported circular welded pipe from China that were experienced by your firm's customers or competitors during 2005-07.

b) What, if any, effect has the reported abolishment by the Chinese Government of the 13 percent commodity export rebate, effective on July 1, 2007, had on U.S. selling prices and quantities of the imported circular welded pipe from China since July 2007? Identify any specific changes and discuss any anticipated changes in the quantities and prices in the future, identifying the future time period(s) involved.

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

Section IV-A--PRICE DATA—Continued

IV-A-9. What, if any, effect have the following events had on your firm's U.S. selling prices and quantities of its U.S.-produced circular welded pipe during 2007 and into 2008? For each event, identify the magnitude and timing of any effect on your firm's U.S. selling prices and/or shipment volumes of its U.S.-produced circular welded pipe.

a) The filing of the countervailing/antidumping duty petition on June 7, 2007?

b) The reported abolishment by the Chinese Government of the 13 percent commodity export rebate, effective on July 1, 2007?

c) Preliminary countervailing duty determination and imposition of preliminary bonding requirements on November 13, 2007?

d) Preliminary antidumping duty determination and imposition of preliminary bonding requirements on January 15, 2008?

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 2005-07. If your responses differ by product specifications of the circular welded pipe that you produce domestically, or by sales to different types of U.S. customers (distributors, master distributors, end users, or types of end users), 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 shipment quantity of its U.S.-produced circular welded pipe during 2007 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 (<i>percent</i>)
Long-term	
Short-term	
Spot-sales	

IV-B-2. Please discuss the following provisions of your firm's U.S. sales on a typical long-term basis during 2005-07 that involved its 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 firm's U.S. sales on a typical short-term basis during 2005-07 that involved its 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 RELATED INFORMATION--Continued

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

IV-B-4. Please identify and discuss below, for your firm's U.S. sales of its U.S.-produced circular welded pipe during 2005-07, the factors considered by your firm and its process in negotiating/determining the prices that it charged for long-term and short-term sales of circular welded pipe to its U.S. customers (e.g., the role of quantity sold in arriving at prices, the role of a bid process, the use/role of price lists, use of follow-up price quotes, the role of circular welded pipe bundled with other products your firm produces, etc.). To the extent there were differences by type of customer (e.g., distributor, master distributor, type of end user, etc.), please answer separately for each type of customer.

Long-term: _____

Short-term: _____

IV-B-5. Please explain how your firm established prices during 2005-07 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 from 2005 to 2007 (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

IV-B-7. *Report below for your firm's U.S. shipments, during 2005-07, of its U.S.-produced circular welded pipe.*

- 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 RELATED INFORMATION--Continued

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

IV-B-8. Please describe terms of your firm's discount policy (quantity discounts per shipment, total annual volume (quantity or value) based discounts, etc.), if any, on U.S. sales of its U.S.-produced circular welded pipe during 2005-07. Also indicate if any discounts for circular welded pipe were based on a sales volume of both circular welded pipe and other types of pipes combined, and indicate the period for such volumes to qualify for discounts. Do not include any payment discounts covered in question IV-B-6.

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

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

IV-B-10. *Report below for your firm's U.S. shipments, from 2005 to 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 is the geographic market area in the United States served by your firm's U.S.-produced circular welded pipe from 2005 to 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 2005.

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 2007 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 2007 U.S. shipments that were from inventory and directly from your U.S. production.

Source	Share of 2007 U.S. commercial shipments quantity (percent)	Lead time (in days)
From inventory		
Direct from production		
Total	100 %	

b) Have the average lead times changed since January 2005? Yes No

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).

U.S. inventory: _____

U.S. production: _____

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

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

IV-B-13. Did your firm sell its U.S.-produced circular welded pipe over the internet in the U.S. market during 2005-07?

- No Yes-- Please describe, noting the estimated percentage of your firm's total sales of circular welded pipe in 2007 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 2005?

- 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 firm's U.S.-produced circular welded pipe.

IV-B-15. Based on your firm's two largest sales of its U.S.-produced circular welded pipe to domestic customers during 2005-07, identify, to the extent possible, the principal end-use product associated with each sale and the approximate 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 2007 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 firm considers variable and consider fixed.

Variable costs: _____

Fixed costs: _____

b) Please describe below what determines which costs are variable and which are fixed by your firm.

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

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

IV-B-17. Please identify below the top two raw material inputs (by value), as specified or requested, in your firm's U.S. production of circular welded pipe during 2007, and estimate the percentage share of your firm's total production costs (COGS) in 2007 accounted for by each of these inputs. Report this information separately for (1) black circular welded pipe, (2) galvanized circular welded pipe, and (3) all circular welded pipe.

(1) Black circular welded pipe:

Item	Calendar years		
	2005	2006	2007
Share of COGS (Percentage)			
Hot-rolled steel			
Specify _____			

(2) Galvanized circular welded pipe:

Item	Calendar years		
	2005	2006	2007
Share of COGS (Percentage)			
Hot-rolled steel			
Zinc			

(3) All circular welded pipe:

Item	Calendar years		
	2005	2006	2007
Share of COGS (Percentage)			
Hot-rolled steel			
Zinc			
Specify _____			

IV-B-18. Is the circular welded pipe market in the United States subject to business cycles, product cycles, or conditions of competition distinctive to circular welded pipes?

No—Identify factors affecting U.S. demand for circular welded pipes

Yes—Please explain and provide estimates of the duration of any such cycle and identify any other factors affecting U.S. demand for circular welded pipes.

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

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

IV-B-19. a) Please explain if your firm's U.S.-produced circular welded pipe produced for export during 2005-07 were not useable/acceptable in the U.S. market, subject to long-term contracts and/or other supply provisions, or other reasons that would inhibit or prevent shifting of some or all of these products to the U.S. market within a 12-month period.

b) Estimate the share of the quantity of your firm's 2007 exports of its U.S.-produced circular welded pipe that could have been shifted to the U.S. market in a 12-month period in response to an increase in U.S. demand.

IV-B-20. a) Please explain if your firm's U.S. inventories of its U.S.-produced circular welded pipe during 2005-07 were of types or sizes not useable in the U.S. market, committed to customers by supply agreements, or other reasons that would have prevented your firm from using some or all of this inventory to increase shipments in the U.S. market within a 12-month period.

b) Estimate the share of the quantity of your firm's 2007 exports of its U.S.-produced circular welded pipe that could have been shifted to the U.S. market in a 12-month period in response to an increase in U.S. demand.

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

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

IV-B-21. How has the total demand for circular welded pipe in the United States and outside the United States, if known, changed since January 2005? What principal factors affected any changes in demand?

a) **United States**

Increased Unchanged Decreased Fluctuated

b) **Outside the United States** (specify below the countries/regions to which you refer)

Increased Unchanged Decreased Fluctuated

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

If none, please indicate.

None (skip to the next question)

IV-B-22. 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 from 2005 to 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 RELATED INFORMATION--Continued

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

IV-B-23. 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	China	Canada	India	Korea	Mexico	Taiwan	Thailand	Turkey	Other countries
United States									
China									
¹ For any country-pair producing circular welded pipe which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use. Also, identify any “other countries.”									

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

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

IV-B-24. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between circular welded pipe produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Canada	India	Korea	Mexico	Taiwan	Thailand	Turkey	Other countries
United States									
China									
¹ For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of circular welded pipe, identify the country-pair, the type of circular welded pipe, and report the advantages or disadvantages imparted by such factors. Also, identify any "other countries."									

PART IV.--PRICING AND RELATED INFORMATION--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 2005-07. 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 U.S. shipments of its U.S.-produced circular welded pipe that each of these customers accounted for in 2007. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2007 shipments (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

