U.S. PURCHASERS' QUESTIONNAIRE

CIRCULAR WELDED CARBON QUALITY STEEL LINE PIPE FROM CHINA AND KOREA

This questionnaire must be received by the Commission by no later than October 9, 2008

See 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 duty and antidumping duty investigations concerning circular welded carbon quality steel line pipe ("line pipe") from China and Korea (inv. Nos. 701-TA-455 and 731-TA-1149-1150 (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)).

Address	rm
Addi Css	
City	State Zip Code
World Wid	le Web address
Has your firm January 1, 20	n purchased line pipe (as defined in the instruction booklet) from <u>any</u> source at any time since 005?
□NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission.)
☐ YES	(Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above.)
	CERTIFICATION
	nation herein supplied in response to this questionnaire is complete and correct to the best of my knowl and that the information submitted is subject to audit and verification by the Commission.
information provided in	fication I also grant consent for the Commission, and its employees and contract personnel, to use this questionnaire and throughout these investigations in any other import-injury investigations condu to the same or similar merchandise. (If you do not consent to such use, please note the certific
information provided in by the Commission on	
information provided in by the Commission on accordingly.) I acknowledge that info Commission, its employ maintaining the records and investigations relati	this questionnaire and throughout these investigations in any other import-injury investigations condu
information provided in by the Commission on accordingly.) I acknowledge that info Commission, its employ maintaining the records and investigations relatiall contract personnel w	this questionnaire and throughout these investigations in any other import-injury investigations conduct the same or similar merchandise. (If you do not consent to such use, please note the certifical principles of the same or similar merchandise. (If you do not consent to such use, please note the certifical principles of this questionnaire response and throughout these investigations may be used be used by uses, and contract personnel who are acting in the capacity of Commission employees, for developings of these investigations or related proceedings for which this information is submitted, or in internal a ling to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand will sign non-disclosure agreements.
information provided in by the Commission on accordingly.) I acknowledge that info Commission, its employ maintaining the records and investigations relati	this questionnaire and throughout these investigations in any other import-injury investigations conduct the same or similar merchandise. (If you do not consent to such use, please note the certifical principles of the same or similar merchandise. (If you do not consent to such use, please note the certifical principles of this questionnaire response and throughout these investigations may be used be used by uses, and contract personnel who are acting in the capacity of Commission employees, for developings of these investigations or related proceedings for which this information is submitted, or in internal a ling to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand will sign non-disclosure agreements.

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 25 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.

[-1a.			ow the actual number of housestionnaire and complet		d the cost to your				
				hours	dollars				
[-1b.		al or the clar	d in any comments you m ity of specific questions. address.						
[-2.		ruction book	e the name and address of let for reporting guideline and trading symbol.	, ,	-				
[-3.	OwnershipIs your f	irm owned, i	in whole or in part, by any	other firm?					
	□ No □ Ye	☐ No ☐ YesList the following information							
	Firm name	<u> </u>	<u>Address</u>		Extent of ownership				

PART I.--GENERAL INFORMATION --Continued

☐ No ☐ Ye	E	
Firm name	Address	<u>Affiliation</u>
-		
Related producersI	Does your firm have any related fir luction of line pipe?	ms, either domestic or foreign, v
are engaged in the prod		ms, either domestic or foreign, v
are engaged in the prod	luction of line pipe?	ms, either domestic or foreign, v
are engaged in the prod	luction of line pipe? sList the following information	

PART II. -- TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Joshua Levy (202-205-3236, joshua.levy@usitc.gov). Supply all data requested on a <u>calendar-year</u> basis.

Company contact:						
	Name and	title				
	()					
	Phone nun	nber	E-m	nail address		
Dunahagag Danant as	indicated h	alam mana	finn,'a munah	agag (a ith an	dina atly, an th	
PurchasesReport, as a agent or broker) of line p						irougi
	Quantity (in short to	ns) and valu	e (<i>in \$1,00</i>	0)	
		C	Calendar yea	ar	January-	Septe
Item		2005	2006	2007	2007	2
Purchases of line pipe pin	oroduced					
The United States: Quantity						
Value						
<u>China</u> : Q <i>uantity</i>						
Value						
<u>Korea</u> : Quantity						
Value						
All other countries: ¹ Quantity						
Value						
Origin unknown: Quantity						
Value						

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

II-3. Changes in sourcing.--Referring to your firm's purchases of line pipe from different sources (both domestic and foreign) as reported in question II-2 for the period 2005-07, and first three quarters in 2008, please indicate the trend of your purchases of line pipe from each of the sources identified (*i.e.*, whether they increased, decreased, remained constant, or fluctuated) and provide an explanation for that trend.

The United States	Decreased	
	☐ Increased	
	Constant _	
	☐ Fluctuated	
China	Decreased	
	☐ Increased	
	☐ Constant _	
	☐ Fluctuated	
Korea	□ Decreased	
	☐ Increased	
	☐ Constant –	
	☐ Fluctuated	
All other countries	Decreased	
	☐ Increased	
	☐ Constant _	
	☐ Fluctuated	
ole sourcingIf your fir asons for doing so.	m has purchased line pipe fr	om only one source, please expla

II-5. <u>Inventories.</u>--Report, as indicated below, your firm's end of period inventories of line pipe.

(Quantity in short tons)					
Item	2005	2006	2007	JanSep 2008	
U.Sproduced product					
Chinese product					
Korean product					
Product from all other sources					
Total					

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

do you pla of the peti	Changes because of these investigationsDid your firm change the amount of its imports (or do you plan to change the amounts of your imports) of line pipe from China because of the filing of the petition in these investigations (April 2008) and/or because of the Department of Commerce's preliminary determinations of subsidization (September 2008)?							
□ No	☐ Yes-	changes in impor pipe from China imports of line pi	replaced or will replace (or pe from China were replace d in the United States and/o	any increases in imports of line				
do you pla of the peti	Changes because of these investigationsDid your firm change the amount of its imports (or do you plan to change the amounts of your imports) of line pipe from Korea because of the filing of the petition in these investigations (April 2008) and/or because of the Department of Commerce's preliminary determinations of subsidization (September 2008)?							
□ No	☐ Yes-	changes in impor pipe from Korea imports of line pi	replaced or will replace (or pe from Korea were replace d in the United States and/o	any increases in imports of line				
		-Since January 1, 20, stayed the same, o		market for line pipe generally				
☐ Increa	sed	Decreased	Stayed the same	☐ Fluctuated				
-		rease" or "Decrease s why prices change	_	aportance) what you believe are				

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Further information on this part of the questionnaire can be obtained from Joshua Levy (202-205-3236, joshua.levy@usitc.gov)

III-1.			rchasing Practices)Who should be market characteristics and purchasing			
	Company contact:	Name and title				
		() Phone number E	-mail address			
III-2.		of the following describe your first specific end uses if known)?	m as a purchaser of line pipe (check all			
	☐ Distributor/ Resell☐ End user	er				
III-3.			eller of line pipe, do you compete for ters from which you purchase line pipe?			
	Yes	☐ No ☐ Not applic	cable (i.e., not a distributor/reseller)			
III-4a.	single-certified line pi certified line pipe as a	pe consumed, the top 3 products for	line pipe, list in order of quantity of or which your firm purchases single-ndicate the share of the total cost of each			
		duct you produce	Share of cost accounted for by single-certified line pipe (percent)			
III-4b.	End usesIf your firm is an end user of <u>multiple-certified</u> line pipe (e.g., API and ASTM), list in order of quantity of multiple-certified line pipe consumed, the top 3 products for which your firm purchases multiple-certified line pipe as a component part or input. Please indicate the share of the total cost of each product is accounted for by multiple-certified line pipe.					
		luct you produce	Share of cost accounted for by multiple-certified line pipe (percent)			

III-5.	<u>Demand trends</u> .—								
	(a)		d user of line pipe, has the ope changed since January 1		ir firm's final products				
		Increase	☐ Decrease ☐ N	lo change	Fluctuate				
	(b)	Has this had any effe	ect on your firm's demand	for line pipe?					
	(-)	De constant de la co							
	(c)	_	end identified in part (a) ab	ove to continue	e over the next two years?				
		∐ No	∐ Yes						
III-6.	be substituted for line pipe. ons and end uses for which ly to a type of line pipe) ice for line pipe, and to								
		stitute(s) for single- ertified line pipe:	Description / End use	substitut	ges in the prices of this e affected the price for -certified line pipe?				
	1.			□ No □	YesPlease explain.				
	2.			□ No □	YesPlease explain.				
	3.			□ No □	YesPlease explain.				

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-6. **Substitutes.--Continued**

(b) Substitutes for <u>multiple-certified line pipe</u>:

	Substitute(s) for multiple-certified line pipe:	Description / End us	substitu	nges in the prices of this te affected the price for le-certified line pipe?
	1.		□ No	YesPlease explain.
	2.		□ No	YesPlease explain.
	3.		□ No	YesPlease explain.
III. 7				1
III-7.	or imported?	e you aware whether the II	ne pipe you are	purchasing is U.Sproduced
	Always	Usually S	ometimes	Never
III-8.	Knowledge of manufactur purchase?	erDo you know the ma	nufacturer of the	e line pipe that you
	Always	Usually S	ometimes	Never
III-9.	Buyers' knowledge of sour in the country of origin of the		•	aware of and/or interested
	Always	Usually S	ometimes	Never

I-10.	<u>Changes in purchasing patterns.</u> Have you made significant changes in your purchasing patterns (<i>e.g.</i> , frequency) since January 1, 2005?							
		•						
	No Yes	Please describe.						
I-11.	Number suppliers contapurchase?	ctedHow many supplie	ers do you generally contact before making a					
[-12.	Changes in specific supp	oliersHave you changed	d suppliers since January 1, 2005?					
		No YesPlease list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.						
	Supplier	Action	Explanation for action					
		Added						
		☐ Dropped						
		Added						
		☐ Dropped						
		Added						
		☐ Dropped						
		Added						
		☐ Dropped						
		Added						
		☐ Dropped						

III-13.	<u>New suppliers</u> Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2005?						
	☐ No ☐ YesPlease identify the firms.						
III-14.	CertificationDo you require your suppliers to become certified or prequalified with res	spect to					
	the quality, or other performance characteristic of the line pipe they sell to your firm? No Yes percent of purchases in 2007 YesAll pur	rchases					
	Please provide a general description of the certification or qualification process and the tirrequired.	me					
III-15.	StandardsDo you purchase all of your products to a certain standard API specification	such as					
	5L B? No YesFor what percentage of your purchases do you require that your provide quality assurances that exceed this specification?	supplie					
	percent of purchases in 2007.						
III-16.	Important factors for new suppliers. Briefly describe the factors that you consider who qualifying a new supplier (<i>e.g.</i> , quality of product, reliability of supplier, <i>etc.</i>) and estimat time it takes to certify or qualify a new supplier.						
III-17.	<u>Failed certification/quality tests.</u> Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their line pipe with your firm or have producers lost their approved status?	e any					
	☐ No ☐ YesPlease identify these firms, the countries where they are located, reasons why they failed the certification/qualification process.	, and the					

8.	<u>Approved manufacturers' list</u> .—D suppliers?	o you maintain	n an approved manuf	facturers' list for approv
	☐ No ☐ YesPlease iden	ntify these firm	s and the countries v	where they are located.
9.	<u>Unqualified producers</u> .—Are there	any producers	from which your fir	rm refuses to purchase?
		•		re they are located, and ipe from these firms.
20.	Purchasing factorsFor the factors your purchase decision for line pipe.		please rate each in to	erms of its importance i
		VERY PORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
	Availability			
	Delivery terms			
	Delivery time			
	Discounts offered			
	Extension of credit			
	Price			
	Minimum qty requirements			
	Packaging			
	Product consistency			
	Quality meets industry standards			
	Quality exceeds industry standards.			
	Product range			
	Reliability of supply			
	Technical support/service			
	U.S. transportation costs			
	Other (specify):			

III-21.	<u>Major purchasing factors.</u> Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase line pipe for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).
	(i)
	(ii)
	(iii)
	Other factors or comments: ()
III-22.	Quality characteristics What characteristics does your firm consider when determining the quality of line pipe?
III-23.	<u>Frequency of accepting lowest price</u> How often does your firm purchase the line pipe that is offered at the lowest price?
	☐ Always ☐ Usually ☐ Sometimes ☐ Never
III-24.	Price leaders in marketPlease list the names of any firms you considered price leaders in the line pipe market since January 1, 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest-priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.
III-25.	Explanation on price leadership Please describe how the above firm(s) exhibited price leadership.

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

Further information on this part of the questionnaire can be obtained from Joshua Levy (202-205-3236, joshua.levy@usitc.gov)

					□ V _{ama}					
United States		☐ Ch			Korea					
Brazil		☐ Jap	an			Mexico				
☐ Taiwan		Otl	ner countrie	es (Please sp	ecify:					
interchangeable (abelow, using "A" interchangeable, that the products a	InterchangeabilityIs line pipe produced in the United States and in other countries interchangeable (<i>i.e.</i> , 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. In the country pair are always interchangeable, "S" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.									
Country-pair	China	Korea	Brazil	Mexico	Japan	Taiwan	Oth count			
United States										
China										
Korea										
factors that limit or pr	eclude intercha	ngeable use:								

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

IV-3. <u>Differences other than price.</u>--Are the differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *et cetera*) between line pipe produced in the United States and in other countries a significant factor in your firm's sale 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 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	Korea	Brazil	Mexico	Japan	Taiwan	Other countries
United States							
China							
Korea							
¹ For any country-pai firm's sales of line pipe, factors:	r for which fa	actors other the country-pair a	han price alw	vays or freque advantages	ently are a si	gnificant fact	or in your ed by such

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

	pecifying source. Do you or your customers ever specifically order line pipe from one country particular over other possible sources of supply?							
□ No	YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why line pipe from these countries is preferred over product from other countries (please note the specific product in your response).							
	in sourcesAre certain grades/types/sizes of line pipe available from only a single lestic or foreign, including both subject and nonsubject countries)?							
□ No	YesPlease identify the source and the grade/type/style.							
source althorexplain your	or not purchasing lowest price productIf you purchased line pipe from one ugh a comparable product was available from another source at a lower price, please reasons for doing so (please specify by country, including the United States and bot nonsubject foreign countries). Possibilities might include transaction characteristics							

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

IV-7. <u>Factor comparisons.</u>--For the factors listed below, please rate how line pipe produced in each country you identified in your response to the first question in Part IV compares with line pipe produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Please indicate with an "X" for each quality in each product comparison indicating whether product is superior, comparable, or inferior from the first source compared to the second source.

	Unites COI	duct fr State npared duct fr	s d to	United Cor	duct fr d State npared duct fr	s I to	China cor	mpared	d to
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

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

IV-7. Factor comparisons.--Continued

	pro	duct fr	om	pro	duct fr	om	pro	duct fi	rom	
		mpared oduct fr			mpared			compared to product from		
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Delivery terms										
Delivery time										
Discounts offered										
Extension of credit										
Price ¹										
Minimum quantity requirements										
Packaging										
Product consistency										
Quality meets industry standards										
Quality exceeds industry standards										
Product range										
Reliability of supply										
Technical support/service										
U.S. transportation costs ¹										
Other (specify):										

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

IV-7. Factor comparisons.--Continued

	COI	mpared	d to	COI	npared	l to	COI	compared to product from	
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									
	П		П	П	П	П		П	

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

IV-8.	Minin	num q	<u>uality</u>	<u>v</u>									
	()		Cı	1	1	, •	11	1 1'			11.	C.	

(a)	How often does do your uses or your	· -	e pipe meet minimum qua	lity specifications for
	Always	Usually	Sometimes	Never
(b)			hina, Korea, Mexico, and sees or your customers' use	
	From China			
	Always	Usually	Sometimes	Never
	From Korea			
	Always	Usually	Sometimes	Never
(c)		nported line pipe from no your uses or your custon	onsubject countries meet r ners' uses?	ninimum quality
	From Brazil			
	Always	Usually	☐ Sometimes	Never
	From Japan			
	Always	Usually	☐ Sometimes	Never
	From Mexico			
	Always	Usually	☐ Sometimes	☐ Never
	From Taiwan			
	Always	Usually	☐ Sometimes	☐ Never
	From (indicate co	untry):		
	Always	Usually	☐ Sometimes	Never
	From (indicate cor	untry):		
	Always	Usually	☐ Sometimes	☐ Never

PART V.—SUPPLIER IDENTIFICATION

V-1. <u>Major suppliers.</u>--Please provide the names and addresses of your firm's ten largest suppliers of line pipe purchased since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of line pipe that each of these suppliers accounted for in 2007 alone.

No.	Supplier (firm) name	Street address (not P.O. box), city, state, and zip code	Contact person and e-mail address	Area code and telephone number	Share of 2007 purchases (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					