

**PRODUCERS' QUESTIONNAIRE  
CIRCULAR WELDED NON-ALLOY STEEL PIPE FROM CHINA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615-B  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than August 18, 2005**

The information called for in this questionnaire is for use by the U.S. International Trade Commission in connection with its market disruption investigation concerning circular welded non-alloy steel pipe from China (inv. No. TA-421-6) under section 421(b) of the Trade Act of 1974 (the Act). The information requested in the questionnaire is requested under the authority of section 421 of the Act. 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 non-alloy steel pipe (as defined in the instruction booklet) at any time since January 1, 2000?

- 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, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission. The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation 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 this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to 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. The undersigned understands that the confidential business information that is furnished may be subject to, and may be released under an administrative protective order issued by the Commission pursuant to section 206.47 of the Commission's Rules of Practice and Procedure. In addition, the confidential business information that is submitted may be included in a confidential version of the report that the Commission transmits to the President and the U.S. Trade Representative, should the Commission transmit a confidential version. Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*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 35 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-1. 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-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. 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-4. Do you support or oppose the petition? Please explain.

Support             Oppose             Take no position

\_\_\_\_\_

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing circular welded non-alloy steel pipe from China into the United States or which are engaged in exporting circular welded non-alloy steel 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 non-alloy steel 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 Fred Ruggles (202-205-3187 or e-mail [fred.ruggles@usitc.gov](mailto:fred.ruggles@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

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

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of circular welded non-alloy steel pipe since January 1, 2000?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

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

No       Yes--List the following information.

Product

Basis for allocation of capacity data

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

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

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

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

No       Yes--List the following information.

Product

Basis for allocation of employment data

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

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of circular welded non-alloy steel pipe?

No       Yes--Name firm: \_\_\_\_\_

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

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 2000, has your firm imported circular welded non-alloy steel pipe?

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

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

II-9. Does your firm produce other products on the same equipment and machinery used in the production of circular welded non-alloy steel pipe?

- No                       Yes--Please provide the following information.

**Quantity (short tons)**

Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
Annual capacity for all products							
Production: Subject products							
Standard and structural pipe > 16 inches OD							
OCTG <sup>1</sup>							
Line pipe <sup>2</sup>							
Other <sup>3</sup>							
All products							
<sup>1</sup> Oil country tubular goods. <sup>2</sup> Welded pipe for oil and gas pipeline applications. <sup>3</sup> Please describe: _____							

II-10. a) Please identify the circular welded non-alloy steel pipe produced by your firm, as follows (use additional pages as necessary):

Size (inches in outside diameter (O.D.)) . \_\_\_\_\_ to \_\_\_\_\_  
 Avg. wall thickness (inches) . . . . . \_\_\_\_\_ to \_\_\_\_\_  
 Length (feet) . . . . . \_\_\_\_\_ to \_\_\_\_\_  
 ASTM specs. and grades . . . . . \_\_\_\_\_

b) Describe the limitations on the circular welded non-alloy steel pipe that your firm is capable of producing, including the constraints that set limits on your production capability. Use additional pages as necessary.

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II-11. Are there any types of circular welded non-alloy steel pipe that U.S. manufacturers do not currently produce (or during the period of investigation did not produce), which must be imported into the U.S. market from China or other countries? When considering "types," consider physical composition, method of manufacture, specification standards, size, or any other key characteristics such that it is "frequently" used for different end-uses than those produced in the U.S.

- No     Yes-- (a) Please identify the product(s) (including type and size), their uses, and sources:

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

II-12. Please discuss the impact of the following developments with respect to your firm's circular welded non-alloy steel pipe operations since January 1, 2000 (use additional pages as necessary):

a) the imposition, modification, and termination of the U.S. safeguard tariffs (March 2002-December 2003) on standard pipe and other forms of welded tubular products (except OCTG and line pipe)--

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b) the imposition, modification, and termination of the U.S. safeguard tariffs (March 2002-December 2003) on flat-rolled steel--

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c) changes in the availability and prices of direct inputs (e.g., hot-rolled steel) and upstream materials (e.g., steel scrap)--

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d) the closure or relocation of circular welded non-alloy steel pipe capacity in the United States generally as well as on a regional basis (please identify firms and time frames involved)--

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e) demand trends among key end users--

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f) changes in transportation options and costs (including the availability and expense of rail, truck, and international waterborne transport)--

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

II-13. **Circular welded non-alloy steel pipe.**-- Report your firm's production capacity, production, shipments, inventories, and employment related to the production of circular welded non-alloy steel pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(quantity)</i>							
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>							
<b>PRODUCTION</b> <i>(quantity)</i> <sup>1</sup>							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
<i>Quantity</i> of commercial shipments							
<i>Value</i> of commercial shipments							
<b>Internal consumption:</b>							
<i>Quantity</i> of internal consumption							
<i>Value</i> <sup>2</sup> of internal consumption							
<b>Transfers to related firms:</b>							
<i>Quantity</i> of transfers to related firms							
<i>Value</i> <sup>1</sup> of transfers to related firms							
<b>EXPORT SHIPMENTS:</b> <sup>3</sup>							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> <i>(quantity)</i>							
<b>U.S. COMMERCIAL SHIPMENTS TO:</b>							
<b>Distributors</b> <i>(quantity)</i>							
<b>End users</b> <i>(quantity)</i>							
<b>AVERAGE NUMBER OF PRWs</b>							
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>							
<b>WAGES PAID TO PRWs</b> <i>(value)</i>							
<p><sup>1</sup> The production capability (see definitions in instructions booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary).</p> <p><sup>2</sup> 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 2000, 2001, 2002, 2003, and 2004 below:</p> <p><sup>3</sup> Identify your principal export markets: _____</p> <p><sup>4</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> 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?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>							

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

II-14. If you reported transfers to related firms in question II-13, 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 by market 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.

II-15. **U.S. shipments by stenciling and type.**-- Report your firm's U.S. shipments (commercial shipments, internal consumption, and transfers to related firms) of circular welded non-alloy steel pipe produced in your U.S. establishment(s) during the specified periods. Report by stenciling and by type (black and corrosion-resistant). (See definitions in the instruction booklet.)

<b>(Quantity in short tons, value in \$1,000)</b>							
<b>Item</b>	<b>Calendar years</b>					<b>January-June</b>	
	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2004</b>	<b>2005</b>
<b>Stenciling (quantity):<sup>1</sup></b>							
Stenciled to meet <i>ONLY</i> ASTM specifications							
Stenciled to meet ASTM AND API specifications							
Stenciled to proprietary specifications (e.g., certain fence tubing)							
Not stenciled to any specification <sup>2</sup>							
Other <sup>3</sup>							
Total <sup>4</sup>							
<b>Product type:</b>							
<b>Black pipe--</b>							
Quantity of U.S. shipments							
Value of U.S. shipments							
<b>Corrosion-resistant pipe--</b>							
Quantity of U.S. shipments							
Value of U.S. shipments							
<b>Total<sup>4</sup></b>							
Quantity of U.S. shipments							
Value of U.S. shipments							
<sup>1</sup> Categorize the pipe according to how it was stenciled (or otherwise certified). NOTE THAT THE CATEGORIES ARE MUTUALLY EXCLUSIVE (i.e., no pipe shipped by your firm should be listed in more than one of the categories). <sup>2</sup> Please describe: _____ <sup>3</sup> Please describe: _____ <sup>4</sup> Totals should equal the total of U.S. shipments reported in section II-13. If totals do not reconcile, please explain why.							

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

II-16. **Low Alloy Circular Welded Non-Alloy Steel Pipe--IMPORTS BY SOURCE.**--Report your firm's U.S. shipments of low alloy circular welded steel pipe produced by your firm during the specified periods.

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
Quantity of U.S. shipments							
Value of U.S. shipments							

II-17. **Purchases.**--Other than direct imports, has your firm otherwise purchased circular welded non-alloy steel pipe since January 1, 2000? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years					January-June	
	2000	2001	2002	2003	2004	2004	2005
<b>PURCHASES FROM U.S. IMPORTERS OF PRODUCT FROM--</b>							
<b>CHINA:<sup>2</sup></b>							
Quantity							
Value							
<b>ALL OTHER COUNTRIES:<sup>3</sup></b>							
Quantity							
Value							
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>4</sup></b>							
Quantity							
Value							
<b>PURCHASES FROM OTHER SOURCES:<sup>5</sup></b>							
Quantity							
Value							
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>							
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. <hr/>							
<sup>3</sup> Please list the name of the firm(s) from which you purchased this product. <hr/>							
<sup>4</sup> Please list the name of the firm(s) from which you purchased this product. <hr/>							
<sup>5</sup> Please list the name of the firm(s) from which you purchased this product. <hr/>							

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Mary Pedersen (202-205-32473253 or e-mail mary.pedersen@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?  
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: \_\_\_\_\_

Name and title			
	Ext.		
Phone No.		Fax No.	E-mail address

Your company's World Wide Website: \_\_\_\_\_

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 periods 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, 10K's)? Please check relevant items below.  
 Audited\_\_\_ unaudited\_\_\_ annual reports\_\_\_ 10K's\_\_\_ 10Q's\_\_\_  
 Monthly\_\_\_ quarterly\_\_\_ semi-annually\_\_\_ annually\_\_\_  
 Accounting basis: GAAP\_\_\_ cash\_\_\_ tax\_\_\_ other comprehensive (specify)\_\_\_\_\_

*Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.*

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-4. Describe briefly your submission methodology including allocation basis if any, especially for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on circular welded non-alloy steel pipe.--Report the revenue and related cost information requested below on the circular welded non-alloy steel pipe operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your five most recently completed fiscal years and interim periods, in chronological order from left to right.

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Fiscal years ended--					January-June	
	_____	_____	_____	_____	_____	2004	2005
<b>Net sales quantities:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
<b>Net sales values:<sup>2</sup></b>							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales values							
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>							
Raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
<b>Gross profit or (loss)</b>							
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
<b>Operating income or (loss)</b>							
<b>Other income and expenses:</b>							
Interest expense							
All other expense items							
All other income items							
All other income or expenses, net							
<b>Net income or (loss) before income taxes</b>							
<b>Depreciation/amortization included above</b>							
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, and allowances. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.							

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. **RAW MATERIALS used in your operations on circular welded non-alloy steel pipe.**—This section seeks to isolate changes in steel costs on your firm's income reported in question III-6. Report below your firm's purchases of hot-rolled sheet in coils for the specified calendar quarters.

Period <sup>1</sup>	Quantity purchased (short tons)	Purchase cost (\$1,000)	Number of suppliers
2003: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2004: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2005: Jan.-Mar.			
Apr.-Jun.			

<sup>1</sup> Please indicate the time lag between purchases shown above and raw material costs that are matched to circular welded non-alloy steel pipe revenues reported in sections III-6 (e.g., raw materials are purchased, received, and processed to become circular welded non-alloy steel pipe inventory, and the inventory costs are matched against circular welded non-alloy steel pipe sales revenues reported in sections III-6; is this time lag 1 week, 1 month, or other period, on average?) \_\_\_\_\_.

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on circular welded non-alloy steel pipe, and the values of the property, plant, and equipment used in the production of circular welded non-alloy steel pipe. Provide data for your 5 most recently completed fiscal years and interim periods, in chronological order from left to right.

(Value in \$1,000)							
Item	Fiscal years ended--					January-June	
	_____	_____	_____	_____	_____	2004	2005
<b>Capital expenditures</b>							
<b>Research and development expenditures</b>							
<b>Property, plant, and equipment:</b>							
Original cost							
Book value							

III-9. Since January 1, 2000, 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 non-alloy steel pipe from China?

No  Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

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

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_





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

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

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm.

Product 1  Product 2  Product 3  Product 4

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	F.o.b. value
<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		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified circular welded non-alloy steel pipe unit, provide a description of your product: <hr/> <hr/>		

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

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

IV-B-1. Please describe how your firm determines the prices that it charges for sales of circular welded non-alloy steel pipe (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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IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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IV-B-3. What are your firm's typical sales terms for its U.S.-produced circular welded non-alloy steel pipe (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic circular welded non-alloy steel pipe usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

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IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced circular welded non-alloy steel pipe are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of circular welded non-alloy steel pipe?

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

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

IV-B-6. What is the approximate percentage of the total delivered value of circular welded non-alloy steel pipe that is accounted for by U.S. inland transportation costs? \_\_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_ or purchaser \_\_\_\_ (check one).

What proportion of your sales occur within 100 miles of your storage or production facility?  
\_\_\_\_ percent

101 to 1,000 miles? \_\_\_\_ percent

More than 1,000 miles? \_\_\_\_ percent.

IV-B-7. What is the geographic market area in the United States served by your firm's circular welded non-alloy steel pipe?

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IV-B-8. What other products may be substitutes for circular welded non-alloy steel pipe?

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IV-B-9. How has the demand within the United States (and outside the United States if known) for circular welded non-alloy steel pipe changed since January 1, 2000? What were the principal factors affecting changes in demand?

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IV-B-10. Have there been any significant changes in the product range or marketing of circular welded non-alloy steel pipe in the past 5 years?

No       Yes--Please describe.

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

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

IV-B-11. a) Do the U.S. firms to which you sell circular welded non-alloy steel pipe require that your firm be qualified before they will purchase circular welded non-alloy steel pipe from you? If yes, please describe, in detail, the qualification process. Include in your description the steps required, the time of the process, the type of unit involved, and the types of customers (end user, distributor, etc.) that require qualification.

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b) Since January 1, 2000, has your firm ever failed to qualify to supply circular welded non-alloy steel pipe to a U.S. customer? Yes \_\_\_\_ No \_\_\_\_ . If yes, please give the date, customer name, type of circular welded non-alloy steel pipe unit(s), and the reason for the failure to qualify.

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IV-B-12. Does your firm sell circular welded non-alloy steel pipe over the internet?

No       Yes--Please describe, noting the estimated percentage of your firm's total sales of circular welded non-alloy steel pipe in 2004 accounted for by internet sales.

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IV-B-13. Are the U.S.-produced and imported circular welded non-alloy steel pipe from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes       No--Please explain.

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IV-B-14. Are the U.S.-produced and NONSUBJECT imported circular welded non-alloy steel pipe (i.e., products imported from countries other than China) generally used interchangeably?

Yes       No--Please explain, by country.

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

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

IV-B-15. Are NONSUBJECT imported circular welded non-alloy steel pipe and imported circular welded non-alloy steel pipe from China used interchangeably?

- Yes       No--Please explain, by country.

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IV-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced circular welded non-alloy steel pipe and circular welded non-alloy steel pipe imported from China that are a significant factor in your firm's sales of circular welded non-alloy steel pipe?

- No       Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the imported products (e.g., quality, availability, transportation network, product range, technical support, etc.).

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IV-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced circular welded non-alloy steel pipe and NONSUBJECT imported circular welded non-alloy steel pipe that are a significant factor in your firm's sales of circular welded non-alloy steel pipe?

- No       Yes--Please describe any such advantages or disadvantages of the domestic products vis-a-vis the nonsubject imported products, by country of origin.

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IV-B-18. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported circular welded non-alloy steel pipe and imported circular welded non-alloy steel pipe from China that are a significant factor in your firm's sales of circular welded non-alloy steel pipe?

- No       Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported products vis-a-vis the imported products from China.

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

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for circular welded non-alloy steel pipe during 2000-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of circular welded non-alloy steel pipe that each of these customers accounted for in 2004.

No.	Customer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



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

**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

**Since January 1, 2000:** Did your firm lose sales of circular welded non-alloy steel pipe to imports of these products from China?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific circular welded non-alloy steel pipe product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported circular welded non-alloy steel pipe
- The accepted price quotation of the imported circular welded non-alloy steel pipe (total delivered value)

<b>Customer name, contact person, phone and fax numbers</b>	<b>Product</b>	<b>Date of quote</b>	<b>Quantity (short tons)</b>	<b>Rejected U.S. price (total value--dollars)</b>	<b>Country of origin</b>	<b>Accepted import price (total value--dollars)</b>



