

PURCHASERS' QUESTIONNAIRE
CERTAIN WELDED STAINLESS STEEL PIPES FROM KOREA AND TAIWAN

Return completed questionnaire to:

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

So as to be received by the Commission by no later than April 19, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning the antidumping duty orders on certain welded stainless steel pipes from Korea and Taiwan (inv. Nos. 731-TA-540 and 541 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Steven Trost (202-205-3220).

| |
|---|
| <p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm purchased welded stainless steel pipes and pressure tubes (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p> |
|---|

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature 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 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

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

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

No Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing welded A-312 pipes from Korea and/or Taiwan into the United States or which are engaged in exporting welded A-312 pipes from Korea and/or Taiwan to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of A-312 welded austenitic stainless steel pipes ("welded A-312 pipes"), other welded stainless steel pipes ("other welded pipes"), or welded austenitic stainless steel pressure tubes ("welded pressure tubes")?

Welded A-312 pipes: No Yes--List the following information.

Other welded pipes: No Yes--List the following information.

Welded pressure tubes: No Yes--List the following information.

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

I-6. In Part III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for welded A-312 pipes, other welded pipes, and welded pressure tubes?

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

PART II.--PURCHASES

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of welded stainless steel pipes and pressure tubes. Report based on delivery date, not order date. Complete a separate page for each product, noting in the box to which product you are referring; photocopy as many pages as necessary.

Welded A-312 pipes Other welded pipes Welded pressure tubes

| <i>(Quantity in short tons, value in \$1,000)</i> | | | | | | |
|--|------|------|------|------|------|------|
| Item | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
| PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| PURCHASES OF PRODUCT PRODUCED IN KOREA: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| PURCHASES OF PRODUCT PRODUCED IN TAIWAN: | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:¹ | | | | | | |
| <i>Quantity</i> | | | | | | |
| <i>Value</i> | | | | | | |
| ¹ Please identify these countries: _____ | | | | | | |
| _____ | | | | | | |
| _____ | | | | | | |

PART II.--PURCHASES--Continued

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

II-2. If the relative levels of your firm's purchases of welded stainless steel pipes and pressure tubes from different sources (both domestic and foreign) have changed since December 30, 1992 (the date on which the antidumping duty orders under review became effective), please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

| Country | Increase/decrease | Reason |
|---------|-------------------|--------|
| | | |
| | | |
| | | |

II-3. (a) Did your firm purchase welded A-312 pipes from Korea and/or Taiwan before January 1, 2000?

- No--Skip to (c)
 Yes, from Korea
 Yes, from Taiwan
 Yes, from both countries

(b) If yes, has your pattern of purchasing welded A-312 pipes from Korea and/or Taiwan changed since January 1, 2000 (please check all that apply)?

- No, our pattern of purchasing is essentially unchanged.
 Yes, we discontinued purchases from Korea because of the order.
 Yes, we discontinued purchases from Taiwan because of the order.
 Yes, we reduced purchases from Korea because of the order.
 Yes, we reduced purchases from Taiwan because of the order.
 Yes, but we changed the pattern of purchases from Korea and/or Taiwan for reasons other than the orders (please explain below).

PART II.--PURCHASES--Continued

Note Note.—For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

II-3. (c) Has your pattern of purchasing welded A-312 pipes from Korea and/or Taiwan or from nonsubject foreign sources (i.e., other than Korea and Taiwan) changed since January 1, 2000 (please check all that apply).

We did not purchase from nonsubject foreign sources before or after the orders.

No, our pattern of purchasing is essentially unchanged.

Yes, we increased purchases from nonsubject countries because of the orders.

Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the orders (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-1. Which of the following best describes your firm as a purchaser of welded A-312 pipes, other welded pipes, and welded pressure tubes (check all that apply, noting the specific end uses, if known)?

End Uses:

End User

Distributor

Other (Please describe) _____

III-2. (a) If your firm is a distributor or reseller of welded A-312 pipes, other welded pipes, or welded pressure tubes, what are the major types of customers to which you sell these products?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase welded A-312 pipes, other welded pipes, or welded pressure tubes?

III-3. If your firm is an end user of welded A-312 pipes, other welded pipes, or welded pressure tubes, list in order of quantity of such welded stainless steel pipes and pressure tubes consumed, the top 3 products for which your firm purchases welded A-312 pipes, other welded pipes, and/or welded pressure tubes as a component part or input. Please indicate what percentage of the total cost is accounted for by welded A-312 pipes, other welded pipes, or welded pressure tubes.

| <u>Product you produce</u> | <u>Product you use as component or input</u> | <u>Percent of cost accounted for by welded stainless steel pipes and pressure tubes</u> |
|----------------------------|--|---|
| 1. _____ | 1. _____ | 1. _____ |
| 2. _____ | 2. _____ | 2. _____ |
| 3. _____ | 3. _____ | 3. _____ |

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-4. (a) If your firm is an end user of welded stainless steel pipes and pressure tubes, has the demand for your firm's final products incorporating welded stainless steel pipes and pressure tubes changed since January 1, 2000?

Increased Unchanged Decreased

(b) Has this had any effect on your firm's demand for welded stainless steel pipes and pressure tubes?

III-5. Have there been any changes in the end uses of welded stainless steel pipes and pressure tubes since January 1, 2000?

No Yes--Discuss the changes, noting the time period in which they occurred.

III-6. Do you anticipate any changes in terms of the end uses of welded stainless steel pipes and pressure tubes in the future?

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

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-7. (a) Please list in order of importance any products that may be substituted for welded A-312 pipes, other welded pipes, and/or welded pressure tubes.

Welded A-312 pipes:

(1) _____ (2) _____ (3) _____

Other welded pipes:

(1) _____ (2) _____ (3) _____

Welded pressure tubes:

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for welded stainless steel pipes and pressure tubes?

No Yes--Please explain.

III-8. Have there been any changes in the number or types of products that can be substituted for welded stainless steel pipes and pressure tubes since January 1, 2000?

No Yes--Please explain.

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-9. Do you anticipate any changes in terms of the substitutability of other products for welded stainless steel pipes and pressure tubes in the future?

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

III-10. (a) How has demand within the United States for welded stainless steel pipes and pressure tubes changed since January 1, 2000?

- Increased Unchanged Decreased

Other (describe) _____

(b) How has demand outside the United States for welded stainless steel pipes and pressure tubes changed since January 1, 2000?

- Increased Unchanged Decreased

Other (describe) _____

(c) What were the principal factors affecting changes in demand?

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-11. Do you anticipate any future changes in demand for welded stainless steel pipes and pressure tubes in the United States and, if known, the rest of the world?

No

Yes-- Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-12. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss demand for welded A-312 pipes, other welded pipes, or welded pressure tubes and/or factors affecting demand for such welded stainless steel pipes and pressure tubes in the (1) United States, (2) each of the major producing/consuming countries, including those subject to these reviews, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 1, 2000 to the present and forecasts of these demand data.

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

Note.--For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-13. Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced welded stainless steel pipes and pressure tubes in the U.S. market since January 1, 2000?

- No
- Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices. Also, please specifically note if any described changes remain in effect at the present time.

III-14. Is buying a product that is produced in the United States an important factor in your firm's purchases of welded stainless steel pipes and pressure tubes (please check ALL that apply)?

- No
- Yes-- Purchases of domestic product are required by law or regulation (for example, government purchases under “Buy American” provisions). This involves ____ percent of all purchases of welded stainless steel pipes and pressure tubes.
- Yes-- Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of welded stainless steel pipes and pressure tubes.
- Yes-- Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of welded stainless steel pipes and pressure tubes.

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-15. (a) Is the welded stainless steel pipes and pressure tubes market subject to business cycles or conditions of competition distinctive to welded stainless steel pipes and pressure tubes?

- No
- Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for welded stainless steel pipes and pressure tubes since January 1, 2000 affected the business cycles or conditions of competition distinctive to welded stainless steel pipes and pressure tubes?

- No
- Yes--Please explain any such changes.

III-16. Who are your major competitors?

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving welded A-312 pipes, other welded stainless steel pipes, and welded stainless steel pressure tubes based on the producer of the welded stainless steel pipes and pressure tubes you purchase?

- Your firm: Always Usually Sometimes Never
- Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-18. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain welded stainless steel pipe based on the country of origin of the welded stainless steel pipes and pressure tubes you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-19. (a) How frequently do you make purchases?

Daily Weekly Monthly Quarterly Annually

Other (specify) _____

(b) Do you expect this purchasing pattern to change in the next two years?

No Yes--How and why do you expect these changes to occur?

III-20. How many suppliers do you generally contact before making a purchase?

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-21. (a) Do purchases of welded stainless steel pipes and pressure tubes usually involve negotiations between supplier and purchaser?

No

Yes-- Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

No

Yes-- Specify the time period.

III-22. Have you changed suppliers since 2000?

No

Yes-- Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-23. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2000?

No

Yes-- Please identify the firms and indicate how you become aware of them.

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-23. (b) Do you expect new suppliers of welded stainless steel pipes and pressure tubes to enter the market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-24. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the welded stainless steel pipes and pressure tubes they sell to your firm?

- No Yes-- ____ percent of purchases in 2005 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

III-25. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-26. Since January 1, 2000, have any domestic or foreign producers failed in their attempts to certify or qualify their welded stainless steel pipes and pressure tubes with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for welded stainless steel pipes and pressure tubes.

| | VERY IMPORTANT | SOMEWHAT IMPORTANT | NOT IMPORTANT |
|--|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-27. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase welded stainless steel pipes and pressure tubes for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-28. What characteristics does your firm consider when determining the quality of welded stainless steel pipes and pressure tubes?

III-29. Assuming the competing merchandise meets the same specifications, how often does your firm purchase welded stainless steel pipes and pressure tubes at the lowest price?

Always Usually Sometimes Never

III-30. Please list the names of any firms you considered price leaders in the welded stainless steel pipes and pressure tubes market since January 1, 2000. 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.

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

Note.--For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-31. Please describe how the above firm(s) exhibited price leadership.

III-32. How frequently does the price of the welded stainless steel pipes and pressure tubes you are purchasing change?

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

III-33. Does your firm purchase welded stainless steel pipes and pressure tubes over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of welded stainless steel pipes and pressure tubes in 2005 accounted for by internet purchases.

III-34. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. welded stainless steel pipes and pressure tubes industry since January 1, 2000, and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. welded stainless steel pipes and pressure tubes industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-35. What do you think will be the likely effects of any revocation of the antidumping duty orders for imports of welded A-312 pipes from Korea and/or Taiwan? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED WELDED STAINLESS STEEL PIPES AND PRESSURE TUBES

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-1. Please indicate the countries of origin for welded stainless steel pipes and pressure tubes for which your firm has actual marketing/pricing knowledge.

- United States
- Korea
- Taiwan
- Other countries (Please specify _____)

IV-2. Are welded stainless steel pipes and pressure tubes produced in the United States and in 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 | United States | Korea | Taiwan | Other countries |
|---------------|---------------|-------|--------|-----------------|
| United States | | | | |
| Korea | | | | |
| Taiwan | | | | |

¹ For any country-pair producing welded stainless steel pipes and pressure tubes which are *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED WELDED STAINLESS STEEL PIPES AND PRESSURE TUBES.--Continued

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-3. Do you or your customers ever specifically order welded stainless steel pipes and pressure tubes from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and Korea, and Taiwan, and also relevant countries other than Korea and Taiwan) from which you or your customers prefer to order, and indicate why welded stainless steel pipes and pressure tubes from these countries is preferred over product from other countries (please note the specific product in your response).

IV-4. Are certain grades/types/sizes of welded stainless steel pipes and pressure tubes available from only a single source (please specify by country, domestic or foreign, including the United States, Korea, and Taiwan, and also relevant (nonsubject) countries other than Korea and Taiwan)?

- No Yes--Please identify the source and the grade/type/size.

IV-5. If you purchased welded stainless steel pipes and pressure tubes from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States, Korea, and Taiwan, and also relevant (nonsubject) countries other than Korea and Taiwan). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED WELDED STAINLESS STEEL PIPES AND PRESSURE TUBES.--Continued

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

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

_____ compared to _____
 (specify country) (specify country)

| | SUPERIOR | COMPARABLE | INFERIOR |
|--|--------------------------|--------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lower price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product consistency | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds industry standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Lower U.S. transportation costs | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED WELDED STAINLESS STEEL PIPES AND PRESSURE TUBES.--Continued

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-7. (a) How often do domestically produced welded stainless steel pipes and pressure tubes meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often do imported subject welded stainless steel pipes and pressure tubes meet minimum quality specifications for your uses or your customers' uses?

From Korea: Always Usually Sometimes Rarely or never

From Taiwan: Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject (sources other than Korea or Taiwan) welded stainless steel pipes and pressure tubes meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

IV-8. (a) Since January 1, 2000, has there been a change in the price of welded stainless steel pipes and pressure tubes? If so, has the price of U.S.-produced welded stainless steel pipes and pressure tubes changed more or less than the price of imported welded stainless steel pipes and pressure tubes from Korea and/or Taiwan?

No change in price

Prices have changed by the same amount

Price of U.S.-produced welded stainless steel pipes and pressure tubes has changed relative to the price of welded stainless steel pipes and pressure tubes from Korea

Price of U.S.-produced welded stainless steel pipes and pressure tubes has changed relative to the price of welded stainless steel pipes and pressure tubes from Taiwan

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED WELDED STAINLESS STEEL PIPES AND PRESSURE TUBES.--Continued

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-8. (b) If the price of U.S.-produced welded stainless steel pipes and pressure tubes has changed relative to the price of welded stainless steel pipes and pressure tubes from Korea, the price of U.S.-produced welded stainless steel pipes and pressure tubes is now relatively

Higher Lower

If the price of U.S.-produced welded stainless steel pipes and pressure tubes has changed relative to the price of welded stainless steel pipes and pressure tubes from Taiwan, the price of U.S.-produced welded stainless steel pipes and pressure tubes is now relatively

Higher Lower

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased welded stainless steel pipes and pressure tubes since January 1, 2000 and approximate the percentage of your welded stainless steel pipes and pressure tubes purchases each accounted for in 2005.

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