

**U.S. PURCHASERS' QUESTIONNAIRE**

**CERTAIN SEAMLESS CARBON AND ALLOY STEEL STANDARD, LINE, AND PRESSURE  
PIPE FROM CHINA**

**This questionnaire must be received by the Commission by no later than July 21, 2010**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigation concerning certain seamless carbon and alloy steel standard, line, and pressure pipe ("seamless SLP pipe") from China (inv. No. 701 TA-469 and 731-TA-1168 (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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248, clark.workman@usitc.gov).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm purchased seamless SLP pipe (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2007?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

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

*By submitting this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.*

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

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

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 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.

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

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

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

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

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

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

No       Yes--List the following information

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

**PART I.--GENERAL INFORMATION--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing seamless SLP pipe from China into the United States or which are engaged in exporting seamless SLP pipe from China to the United States?

No       Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of seamless SLP pipe?

No       Yes--List the following information

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

**PART II.--PURCHASES**

II-1. Who should be contacted regarding the requested purchase information?

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

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

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of seamless SLP pipe. Report based on delivery date, not order date.

<b>(Quantity in short tons, value in \$1,000)</b>				
<b>Item</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>Jan-June 2010</b>
<b>Small diameter</b>				
<b>Purchases of product produced in the United States:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in China:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in all other countries:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Large diameter</b>				
<b>Purchases of product produced in the United States:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in China:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>Purchases of product produced in all other countries:<sup>2</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				
<sup>2</sup> Please identify these countries: _____				

**PART II.--PURCHASES--Continued**

II-3. If the relative shares of your firm's total purchases of seamless SLP pipe from different sources (both domestic and foreign) have changed since 2007, please list the country, state whether the relative share from that country has increased or decreased, the size of the product and state the reason.

Country	Increase/ decrease	Size	Reason
		<input type="checkbox"/> small diameter <input type="checkbox"/> large diameter	
		<input type="checkbox"/> small diameter <input type="checkbox"/> large diameter	
		<input type="checkbox"/> small diameter <input type="checkbox"/> large diameter	
		<input type="checkbox"/> small diameter <input type="checkbox"/> large diameter	
		<input type="checkbox"/> small diameter <input type="checkbox"/> large diameter	

II-4. If your firm has purchased seamless SLP pipe from only one country, please explain the reasons for doing so.

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II-5. Please discuss changes in the levels of your firm's purchases of seamless SLP pipe. Please indicate the reasons for any substantive change, the impact of shifting demand in the seamless SLP pipe market, whether and to what extent your firm anticipated such shifts, your firm's reaction to shifting demand, and your firm's reaction to changes in the relative availability or price level of seamless SLP pipe from different domestic and import sources of supply.

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**PART II.--PURCHASES--Continued**

II-6. Report your firm's inventories of seamless SLP pipe purchased by your firm during the specified periods.

<b>Quantity (in short tons)</b>				
<b>Item</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>Jan.- June 2010</b>
<b><i>Small diameter</i></b>				
<b>End-of-period inventories of seamless SLP pipe from the United States</b>				
<b>End-of-period inventories of SLP pipe from China</b>				
<b>End-of-period inventories of SLP pipe from other countries</b>				
<b><i>Large diameter</i></b>				
<b>End-of-period inventories of seamless SLP pipe from the United States</b>				
<b>End-of-period inventories of SLP pipe from China</b>				
<b>End-of-period inventories of SLP pipe from other countries</b>				

II-7. Please discuss changes in the levels of your firm's inventories of seamless SLP pipe. Please indicate the reasons for any substantive change, the impact of shifting demand in the seamless SLP pipe market, whether and to what extent your firm anticipated such shifts, your firm's reaction to shifting demand, and your firm's reaction to changes in the relative availability or price level of seamless SLP pipe from different domestic and import sources of supply.

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**PART II.--PURCHASES--Continued**

II-8. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for seamless SLP pipe since 2007. 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 seamless SLP pipe that each of these suppliers accounted for 2009.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

**PART II.--PURCHASES--Continued**

II-9. **COMPARABILITY OF SMALL DIAMETER AND LARGE DIAMETER SEAMLESS SLP PIPE**.--Since January 1, 2007, has your firm purchased small or large diameter seamless SLP pipe?

No

Yes--Please describe the **differences and similarities between small and large diameter seamless SLP pipe** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART II.--PURCHASES--Continued**

II-10. **COMPARABILITY OF ASTM A-335 AND OTHER SPECIFICATIONS OF SEAMLESS SLP PIPE**.--Since January 1, 2007, has your firm purchased ASTM A-335 or other specifications of seamless SLP pipe? Further, please indicate if your responses differ based on diameter.

No

Yes--Please describe the **differences and similarities between ASTM A-335 and other specifications of seamless SLP pipe** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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

**Note: If your responses in this section differ by pipe diameters or by grades, please indicate and elaborate upon the differences.**

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

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

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

III-2. Which of the following best describes your firm as a purchaser of seamless SLP pipe (check all that apply, noting the specific end uses if known)?

- END USER Small diameter (\_\_\_\_\_)
- DISTRIBUTOR Small diameter (\_\_\_\_\_)
- OTHER Small diameter (\_\_\_\_\_)
- END USER Large diameter (\_\_\_\_\_)
- DISTRIBUTOR Large diameter (\_\_\_\_\_)
- OTHER Large diameter (\_\_\_\_\_)

III-3. (a) If your firm is a distributor or reseller of seamless SLP pipe, what are the major types of consumers to which you sell seamless SLP pipe?

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase seamless SLP pipe?

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

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

III-4. If your firm is an end user of seamless SLP pipe, list in order of quantity of seamless SLP pipe consumed, the top 3 products for which your firm purchases seamless SLP pipe as a component part or input. Please indicate what percentage of the total cost is accounted for by seamless SLP pipe.

Small diameter		Large diameter	
Product you produce	Percent of cost accounted for by seamless SLP pipe	Product you produce	Percent of cost accounted for by seamless SLP pipe

III-5. (a) If your firm is an end user of seamless SLP pipe, has the demand for your firm's final products incorporating seamless SLP pipe changed since January 1, 2007?

- Increased                       No change                       Decreased

(b) Has this had any effect on your firm's demand for seamless SLP pipe?

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III-6. (a) How has the demand within the United States for seamless SLP pipe changed since January 1, 2007?

- Increased                       Decreased                       Fluctuated                       No change

(b) If you have indicated that demand for seamless SLP pipe changed, please provide the factors that were responsible for such change, and specify the time period involved.

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

III-6. (c) How has the demand outside the United States (if known) for seamless SLP pipe changed since January 1, 2007?

- Increased       Decreased       Fluctuated       No change

(d) If you have indicated that demand for seamless SLP pipe outside the United States changed, please provide the factors that were responsible for such change, and specify the time period involved.

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III-7. (a) Can mechanical tubing or boiler tubing be substituted for **small diameter** seamless SLP pipe?

- No—please explain why not.       Yes

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(b) Can other products be substituted for **small diameter** seamless SLP pipe?

- No       Yes-- Please list these substitute products in order of importance give examples of applications and end uses for which they are substitutes.

Substitute

Application

<u>Substitute</u>	<u>Application</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

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

(c) Can mechanical tubing or boiler tubing be substituted for **large diameter** seamless SLP pipe?

No—please explain why not.  Yes

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(d) Can other products be substituted for **large diameter** seamless SLP pipe?

No  Yes--Please list these substitute products in order of importance give examples of applications and end uses for which they are substitutes.

<u>Substitute</u>	<u>Application</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

(e) Have changes in the prices of these products affected the price for seamless SLP pipe?

No  Yes--To what degree do changes in their prices affect the price for seamless SLP pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of seamless SLP pipe or final end use?

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III-8. Are you aware whether the seamless SLP pipe you are purchasing is U.S.-produced or imported?

Always  Usually  Sometimes  Never

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

III-9. Do you know the manufacturer of the seamless SLP pipe that you purchase?

- Always                       Usually                       Sometimes                       Never

III-10. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always                       Usually                       Sometimes                       Never

III-11. Is buying a product that is produced in the United States an important factor in your firm's purchases of seamless SLP pipe (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 seamless SLP pipe.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves \_\_\_\_ percent of all purchases of seamless SLP pipe.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves \_\_\_\_ percent of all purchases of seamless SLP pipe.
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III-12. **Conditions of competition.**--

(a) Is the seamless SLP pipe market subject to business cycles or conditions of competition distinctive to seamless SLP pipe?

- No                       Yes--Please explain and provide estimates of the duration of any such cycle.
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(b) Has the emergence of new markets for seamless SLP pipe since 2007 affected the business cycles or conditions of competition distinctive to seamless SLP pipe?

- No                       Yes--Please explain any such changes.
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**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. Have you made significant changes in your frequency of purchases since 2007?

- No             Yes-- Please describe.

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III-14. How many suppliers do you generally contact before making a purchase?

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III-15. Have you changed suppliers since 2007?

- No             Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2007?

- No             Yes--Please identify the firms.

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

III-17. Do you require that your suppliers sell ASTM certified seamless SLP pipe to your firm?

- No             Yes--\_\_\_\_\_ percent of purchases in 2009             Yes--All purchases

III-18. Do you require your suppliers to become certified or prequalified (**in addition to** ASTM certification) with respect to the quality, chemistry, strength, or other performance characteristic of the seamless SLP pipe they sell to your firm?

- No             Yes--\_\_\_\_\_ percent of purchases in 2009             Yes--All purchases

Please provide a general description of the certification or qualification you require beyond the ASTM process.

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Please estimate the time required this certification or qualification process. \_\_\_\_\_ days.

III-19. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).

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Please estimate the time it takes to certify or qualify a new supplier. \_\_\_\_\_ days

III-20. Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their seamless SLP pipe with your firm or have any producers lost their approved status?

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

<b>Firm name</b>	<b>Diameter</b>	<b>Country</b>	<b>Why firm failed certification/qualification</b>



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

III-21. Please describe the lag time between order placement and delivery of seamless SLP pipe from different sources, and indicate whether and to what extent lag times have changed since 2007, particularly during periods of rising or falling demand.

(a) Domestically-produced seamless SLP pipe

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(b) Seamless SLP pipe imported from China

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(c) Seamless SLP pipe imported from countries other than China

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

III-22. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for seamless SLP pipe.

	<b>Very important</b>	<b>Somewhat important</b>	<b>Not important</b>
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 standard pipe standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets line pipe standard.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets pressure pipe standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality triple stenciled .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets ASTM A-335 standard	<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**

III-22. (b) Assuming that seamless SLP meets industry standards, please list in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase seamless SLP 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.).

	Small Diameter		Large Diameter
(i)	_____	(i)	_____
(ii)	_____	(ii)	_____
(iii)	_____	(iii)	_____

Other factors or comments: \_\_\_\_\_

III-23. Does your firm ever require seamless SLP pipe in excess of common industry specifications such as ASTM A-53, API 5L, or ASTM-A-106? If so, please describe?

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

III-24. **Frequency of decisions based on price.**--How often does your firm purchase the seamless SLP pipe that is offered at the lowest price?

Always       Usually       Sometimes       Never

III-25. **Choice of product not based on price.**--If you purchased seamless SLP pipe 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 and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

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

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

III-26. Please list the names of any firms you considered price leaders in the seamless SLP pipe market since 2007. 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.

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III-27. Please describe how the above firm(s) exhibited price leadership.

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**PART IV.—PRODUCT COMPARISONS**

IV-1. Who should be contacted regarding the requested information on product comparisons?

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

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

**Note: If your responses in this section differ by pipe diameters, please indicate and elaborate upon the differences.**

IV-2. Please indicate the countries of origin for seamless SLP pipe for which your firm has actual marketing/pricing knowledge.

**Small diameter**

- United States
- China
- Other countries (Please specify: \_\_\_\_\_)

**Large diameter**

- United States
- China
- Other countries (Please specify: \_\_\_\_\_)

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-3. Is seamless SLP pipe produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are always interchangeable, “F” to indicate that the products are frequently interchangeable, “S” to indicate that the products are sometimes interchangeable, “N” to indicate that the products are never interchangeable, and “0” to indicate no familiarity with products from a specified country-pair.<sup>1 2</sup>

Country-pair	China	Other countries
<b>FOR SMALL DIAMETER--</b>		
United States		
China		
<b>FOR LARGE DIAMETER--</b>		
United States		
China		
<sup>1</sup> For any country-pair producing <b>small diameter</b> seamless SLP pipe which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/>		
<sup>2</sup> For any country-pair producing <b>large diameter</b> seamless SLP pipe which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/>		

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-4. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between seamless SLP pipe produced in the United States and in other countries a significant factor in your firm's purchases of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1 2</sup>

Country-pair	China	Other countries
<b>FOR SMALL DIAMETER--</b>		
United States		
China		
<b>FOR LARGE DIAMETER--</b>		
United States		
China		
<p><sup>1</sup> For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a factor in your firm's purchases of <b>small diameter</b> seamless SLP pipe identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/>		
<p><sup>2</sup> For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a factor in your firm's purchases of <b>large diameter</b> seamless SLP pipe identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/>		

**PART IV.—PRODUCT COMPARISONS--Continued**

IV-5. Do you or your customers ever specifically order seamless SLP pipe from one country in particular over other possible sources of supply?

- No             Yes--Please 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 seamless SLP pipe from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-6. Are certain grades/types/sizes of seamless SLP pipe available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

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

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**PART IV.—PRODUCT COMPARISONS--Continued**

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

Quality	product from U.S. compared to product from China			product from U.S. compared to product from			product from China compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability.....	<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"/>
Delivery terms.....	<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"/>
Delivery time.....	<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"/>
Discounts offered.....	<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"/>
Extension of credit.....	<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"/>
Price.....	<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"/>
Minimum qty requirements.....	<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"/>
Packaging.....	<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"/>
Product consistency.....	<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"/>
Quality meets standard pipe standard	<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"/>
Quality meets line pipe standard.....	<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"/>
Quality meets pressure pipe standard	<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"/>
Quality triple stenciled.....	<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"/>
Quality meets ASTM A-335 standard	<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"/>
Quality exceeds industry standards.....	<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"/>
Product range.....	<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"/>
Reliability of supply.....	<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"/>
Technical support/service.....	<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"/>
U.S. transportation costs.....	<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"/>
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"/>

<sup>1</sup> 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.—PRODUCT COMPARISONS--Continued**

IV-7. Continued.

	product from			product from			product from		
	compared to product from			compared to product from			compared to product from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
<b>Quality</b>									
Availability .....	<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"/>
Delivery terms .....	<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"/>
Delivery time .....	<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"/>
Discounts offered .....	<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"/>
Extension of credit .....	<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"/>
Price .....	<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"/>
Minimum qty requirements.....	<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"/>
Packaging .....	<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"/>
Product consistency.....	<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"/>
Quality meets standard pipe standard	<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"/>
Quality meets line pipe standard.....	<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"/>
Quality meets pressure pipe standard	<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"/>
Quality triple stenciled .....	<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"/>
Quality meets ASTM A-335 standard	<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"/>
Quality exceeds industry standards .....	<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"/>
Product range .....	<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"/>
Reliability of supply .....	<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"/>
Technical support/service .....	<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"/>
U.S. transportation costs.....	<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"/>
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"/>

<sup>1</sup> 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.—PRODUCT COMPARISONS--Continued**

IV-8. (a) How often does domestically produced seamless SLP pipe meet minimum quality specifications for your uses or your customers' uses?

**Small diameter**

Always       Usually       Sometimes       Rarely or never

**Large diameter**

Always       Usually       Sometimes       Rarely or never

(b) How often does imported subject seamless SLP pipe meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
<b>China (small diameter)</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>China (large diameter)</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject seamless SLP pipe (*i.e.*, seamless SLP pipe from countries other than China) meet minimum quality specifications for your uses or your customers' uses?

Source	Large/small Diameter	Always	Usually	Some-times	Rarely or never
_____	_____	<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"/>	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>