

**U.S. PURCHASERS' QUESTIONNAIRE**

**WELDED STAINLESS STEEL PRESSURE PIPE FROM CHINA**

**This questionnaire must be received by the Commission by no later than October 28, 2008.**

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning welded stainless steel pressure pipe from China (Inv. Nos. 701-TA-454 and 731-TA-1144 (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).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm purchased welded stainless steel pressure pipe (as defined in the instruction booklet) or other forms of welded stainless steel tubular products (other than grade 409 or mechanical tubing) from <u>any</u> source at any time since January 1, 2005?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

**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 welded stainless steel pressure pipe from China into the United States or which are engaged in exporting welded stainless steel pressure 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 welded stainless steel pressure 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-2a. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of welded stainless steel pressure pipe (not exceeding 14" in diameter). Report based on delivery date, not order date.

<b>(Quantity in short tons, value in \$1,000)</b>				
<b>Item</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>Jan.-Sept 2008</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>				
<sup>1</sup> Please identify these countries: _____				

II-2b. Please report your firm's purchases of the specified products, by type and by origin, for calendar year 2007.

**Purchases of welded stainless steel pressure pipe exceeding 14" in diameter:**

U.S.-produced \_\_\_\_\_ short tons

Imported \_\_\_\_\_ short tons

**Purchases of welded stainless steel pressure tubing (including ASTM A-249, A-269, A-270, and A-688 pipe and tube but excluding mechanical and grade 409 tubing):**

U.S.-produced \_\_\_\_\_ short tons

Imported \_\_\_\_\_ short tons

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

II-3a. Referring to your firm's purchases of welded stainless steel pressure pipe from different sources (both domestic and foreign) as reported in question II-2 for 2005 through 2007 and January-September 2008, please indicate the trend of your purchases of welded stainless steel pressure pipe from each of the sources identified (*i.e.*, whether they increased, decreased, remained constant, or fluctuated) and provide an explanation for that trend.

<b>Source</b>	<b>Trend</b>	<b>Explanation for trend</b>
<b>Purchases of welded stainless steel pressure pipe produced in--</b>		
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China (produced by Winner)	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
China (other than Winner)	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Korea	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Malaysia	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Taiwan	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>
Thailand	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated	<hr/> <hr/>

Continued on next page.

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

Continued from previous page

Source	Trend	Explanation for trend
<b>Purchases of welded stainless steel pressure pipe produced in--</b>		
All other countries	<input type="checkbox"/> Decreased	
	<input type="checkbox"/> Increased	_____
	<input type="checkbox"/> Constant	_____
	<input type="checkbox"/> Fluctuated	

II-3b. If your firm has purchased welded stainless steel pressure pipe from only one country, please explain the reasons for doing so.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-4. Report, as indicated below, your firm's end of period inventories of welded stainless steel pressure pipe (not exceeding 14 inches in outside diameter).

<b>(Quantity in short tons)</b>				
Item	2005	2006	2007	Jan.-Sep 2008
<b>U.S.-produced product</b>				
<b>Chinese product (produced by Winner)</b>				
<b>Chinese product (other than Winner)</b>				
<b>Product from all other sources</b>				
<b>Total</b>				

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

II-5a. **COMPARABILITY OF WELDED STAINLESS STEEL PRESSURE PIPE (IN DIFFERENT SIZE RANGES)**.--Since January 1, 2005, has your firm purchased welded stainless steel pressure pipe?

- No       Yes--Please describe the differences and similarities between welded stainless steel pressure pipe (as defined in the instruction booklet) that is 14" or less in diameter and such pipe that is greater than 14" in diameter 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 and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (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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**PART II.--PURCHASES--Continued**

II-5a. **COMPARABILITY OF WELDED STAINLESS STEEL PRESSURE PIPE (IN DIFFERENT SIZE RANGES).**--Continued

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

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**(f) Price:**

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II-5b. **COMPARABILITY OF WELDED STAINLESS STEEL PIPE AND OTHER VARIETIES OF WELDED STAINLESS STEEL TUBULAR PRODUCTS (EXCLUDING MECHANICAL TUBING AND GRADE 409 TUBING).**—Since January 1, 2005, has your firm purchased welded stainless steel pressure pipe or other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing)? The primary examples of such “other” varieties would be welded stainless steel tubing produced to ASTM specifications A-249; A-269; A-270; or A-688.

- No       Yes--Please describe the differences and similarities between welded stainless steel pressure pipe (as defined in the instruction booklet) and other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing) 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 and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (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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**PART II.--PURCHASES--Continued**

II-5b. **COMPARABILITY OF WELDED STAINLESS STEEL PIPE AND OTHER FORMS OF WELDED STAINLESS STEEL TUBULAR PRODUCTS (EXCLUDING MECHANICAL TUBING AND GRADE 409 TUBING)**—Continued

**(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**

**PLEASE NOTE: THE REMAINDER OF THIS QUESTIONNAIRE FOCUSES PRIMARILY, BUT NOT EXCLUSIVELY, ON WELDED STAINLESS STEEL PRESSURE PIPE NOT EXCEEDING 14" IN DIAMETER. PLEASE INDICATE IF YOUR RESPONSES DIFFER BY PRODUCT TYPE.**

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 welded stainless steel pressure pipe (check all that apply, noting the specific end uses if known)?

- END USER (\_\_\_\_\_)
- DISTRIBUTOR (\_\_\_\_\_)
- Other (\_\_\_\_\_)

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

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

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase welded stainless steel pressure pipe?

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

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

Product you produce	Percent of cost accounted for by welded stainless steel pressure pipe.

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

III-5. (a) If your firm is an end user of welded stainless steel pressure pipe, has the demand for your firm's final products incorporating welded stainless steel pressure pipe changed since January 1, 2005?

- Increased                       No change                       Decreased

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

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III-6. Please list in order of importance any products that may be substituted for welded stainless steel tubular products. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for welded stainless steel pressure pipe (not exceeding 14" in diameter and greater than 14" in diameter) as well as other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing).

Substitute	End use	Have changes in the prices of this substitute affected the price for welded stainless steel tubular products?
<b>Welded stainless steel pressure pipe (not exceeding 14" in diameter)</b>		
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes
<b>Welded stainless steel pressure pipe (exceeding 14" in diameter)</b>		
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes
<b>Other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing)</b>		
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes
6.		<input type="checkbox"/> No <input type="checkbox"/> Yes

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

III-7. Are you aware whether the welded stainless steel pressure pipe you are purchasing is U.S.-produced or imported?

- Always                       Usually                       Sometimes                       Never

III-8. Do you know the manufacturer of the welded stainless steel pressure pipe that you purchase?

- Always                       Usually                       Sometimes                       Never

III-9. 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-10. Have you made significant changes in your purchasing patterns (e.g., frequency) since 2005?

- No                       Yes-- Please describe.

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III-11. How many suppliers do you generally contact before making a purchase?

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III-12. Have you changed suppliers since January 1, 2005?

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

III-13. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No             Yes—Please identify the firms.

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III-14. 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 pressure pipe they sell to your firm?

- No             Yes-- \_\_\_\_\_ percent of purchases in 2007             Yes—All purchases

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

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III-15. 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.

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III-16. Since January 1, 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their welded stainless steel pressure pipe 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.

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

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for welded stainless steel pressure pipe.

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

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

III-17. (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 pressure pipe for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) \_\_\_\_\_

(ii) \_\_\_\_\_

(iii) \_\_\_\_\_

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

III-18. What characteristics does your firm consider when determining the quality of welded stainless steel pressure pipe?

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

III-19. How often does your firm purchase the welded stainless steel pressure pipe that is offered at the lowest price?

- Always       Usually       Sometimes       Never

III-20. Please list the names of any firms you considered price leaders in the welded stainless steel pressure pipe market during since 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

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

III-21. Please describe how the above firm(s) exhibited price leadership.

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III-22. Does your firm purchase welded stainless steel pressure pipe over the internet?

- No       Yes-- Please describe, noting the estimated percentage of your firm's total purchases of welded stainless steel pressure pipe in 2007 accounted for by internet purchases.

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III-23. Do importers of subject welded stainless steel pressure pipes from China and domestic producers of welded stainless steel pressure pipe have the same surcharge mechanisms to reflect additions or reductions to price to reflect changes in prices of alloys such as nickel, molybdenum, chrome and energy costs?

- Yes       No-- Please describe the differences between domestic importer and domestic producer surcharge practices.

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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

IV-2. Please indicate the countries of origin for welded stainless steel pressure pipe for which your firm has actual marketing/pricing knowledge.

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

IV-3. Is welded stainless steel pressure 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 "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	China	Korea	Malaysia	Taiwan	Thailand	Other countries
United States						
China						
<sup>1</sup> For any country-pair producing welded stainless steel pressure pipe which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: _____ _____ _____ _____ _____ _____ _____ _____ _____ _____						

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

IV-4. Do you or your customers ever specifically order welded stainless steel pressure 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 welded stainless steel pressure pipe from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-5. Are certain grades/types/sizes of welded stainless steel pressure 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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IV-6. If you purchased welded stainless steel pressure 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.

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IV-7. How often do your customers require that a product supplied by you meet physical characteristics in excess of the physical characteristics required by ASTM A-312 and/or ASTM A-778?

- Always             Sometimes             Never

IV-8. How often do you provide mill test certificates from the producer of the product to your customers?

- Always             Sometimes             Never



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

IV-10. (a) How often does domestically produced welded stainless steel pressure pipe meet minimum quality specifications for your uses or your customers' uses?

Always                       Usually                       Sometimes                       Never

(b) How often does imported subject welded stainless steel pressure pipe from China meet minimum quality specifications for your uses or your customers' uses?

Always                       Usually                       Sometimes                       Never

(c) How often does imported nonsubject welded stainless steel pressure pipe meet minimum quality specifications for your uses or your customers' uses?

From: Korea

Always                       Usually                       Sometimes                       Never

From: Malaysia

Always                       Usually                       Sometimes                       Never

From: Taiwan

Always                       Usually                       Sometimes                       Never

From: Thailand

Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

From: \_\_\_\_\_

Always                       Usually                       Sometimes                       Never

**PART V.—SUPPLIER IDENTIFICATION**

V-1. Please provide the names and addresses of your firm's five largest suppliers of welded stainless steel pressure pipe purchased since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of welded stainless steel pressure pipe for which each of these suppliers accounted in 2007.

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