

U.S. PRODUCERS' 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced 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) at any time since January 1, 2005?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</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 means of 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 50 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. Do you support or oppose the petition?

Support Oppose Take no position 701-TA-454 – CVD China

Support Oppose Take no position 731-TA-1144 – AD China

Please provide any additional comments relating to your firm's positions on the petition below.

PART I.--GENERAL INFORMATION--Continued

I-4. 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-5. 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-6. 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.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Betsy Haines (202-205-3200, elizabeth.haines@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2a. Please indicate whether your firm has experienced any of the following changes in relation to the production of welded stainless steel pressure pipe or any other form of welded stainless steel tubular products other than grade 409 tubes and mechanical tubing since January 1, 2005.

<i>(check as many as appropriate)</i>	<i>(please describe and specify the products involved)¹</i>
<input type="checkbox"/> plant openings	_____ _____
<input type="checkbox"/> plant closings.....	_____ _____
<input type="checkbox"/> relocations	_____ _____
<input type="checkbox"/> expansions	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or production curtailments	_____ _____
<input type="checkbox"/> other.....	_____ _____
¹ Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings, or other internal documentation that address this issue.	

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

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

No Yes—Please indicate the basis for allocation of capacity data (e.g., production volume): _____

II-3b. Please report your firm's capacity to produce all forms of welded stainless steel pipe and tube, as well as its actual production quantities (by form) for the specified periods.

Quantity (in short tons)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
Annual capacity for all products¹ (short tons)					
Production (short tons)					
Welded stainless steel pressure pipe ≤ 14"					
Welded stainless steel pressure pipe > 14"					
Welded stainless steel pressure tubing ²					
Welded stainless steel mechanical tubing ³					
Other ⁴					
All products					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). The method for calculating capacity should be consistent for each of the five time periods. If not, please explain on additional pages any differentiation between reporting periods.					
² E.g., ASTM A-249, A-269, A-270, and A-688 pipes and tubes.					
³ E.g., ASTM A-554 tubing.					
⁴ Please describe: _____					

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

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

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

No Yes--List the following information.

Please indicate the basis for allocation of capacity data (e.g., production volume): _____

Products produced using the same workers and total production in 2007 (*quantity*):

<u>Product</u>	<u>Percent</u>
<u>Welded stainless steel pressure pipe < 14"</u>	_____
<u>Welded stainless steel pip > 14"</u>	_____
<u>Welded stainless steel pressure tubing</u>	_____
<u>Welded stainless steel mechanical tubing</u>	_____
<u>Other.--</u>	
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of welded stainless steel pressure pipe?

No Yes--Name firm(s): _____

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

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2005, has your firm imported welded stainless steel pressure pipe?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-9. **COMPARABILITY OF WELDED STAINLESS STEEL PRESSURE PIPE (IN DIFFERENT SIZE RANGES)**.--Since January 1, 2005, has your firm produced 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:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

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

II-9. COMPARABILITY OF WELDED STAINLESS STEEL PRESSURE PIPE (IN DIFFERENT SIZE RANGES).--Continued

(e) Customer and producer perceptions:

(f) Price:

II-10. 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 produced 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:

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

II-10. **COMPARABILITY OF WELDED STAINLESS STEEL PIPE AND OTHER VARIETIES OF WELDED STAINLESS STEEL TUBULAR PRODUCTS (EXCLUDING MECHANICAL TUBING AND GRADE 409 TUBING)**—Continued

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

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

II-1 la. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **welded stainless steel pressure pipe** (not exceeding 14" in diameter) in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). The method for calculating capacity should be consistent for each of the five time periods. If not, please explain on additional pages any differentiation between reporting periods.					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, 2007, and January-September 2007, and January-September 2008 below:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-11b. Please report your company's 2007 and January-September 2008 production of **welded stainless steel pressure pipe** (not exceeding 14" in diameter) by share of quantity for each of the three categories specified below.

Item	Share of U.S. shipments (percent)	
	2007	January- September 2008
By grades:		
A-312		
A-778		
Other (specify _____)		
Total	100 percent	100 percent
By sizes:		
O.D. not exceeding 6.625 inches		
O.D. exceeding 6.625 inches but not exceeding 14.0 inches		
Total	100 percent	100 percent

II-12. If you reported transfers to related firms in question II-11, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-13. Other than direct imports, has your firm otherwise purchased **welded stainless steel pressure pipe** (not exceeding 14" in diameter) since January 1, 2005? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
PURCHASES FROM U.S. IMPORTERS² OF WELDED STAINLESS STEEL PRESSURE PIPE FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, Justin.jee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____ Ext. () _____
Phone number Fax number E-mail address

III-2. Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes welded stainless steel pressure pipe, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-5. Product mix.--Please list the products you produced in the facilities in which you produced welded stainless steel pressure pipe, and provide the share of net sales accounted for by these products in your most recent fiscal year:

<u>Product</u>	<u>Percent</u>
<u>Welded stainless steel pressure pipe ≤ 14"</u>	_____
<u>Welded stainless steel pipe > 14"</u>	_____
<u>Welded stainless steel pressure tubing¹</u>	_____
<u>Grade 409 tubes</u>	_____
<u>Welded stainless steel mechanical tubing²</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____

¹ E.g., ASTM A-249, A-269, A-270, and A-688 pipes and tubes.

² E.g., ASTM A-554 tubing.

III-6. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of welded stainless steel pressure pipe from any related firm?

Yes—Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of welded stainless steel pressure pipe that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes—Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact Justin Jee (202-205-3186, justin.jee@usitc.gov).

III-10. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's welded stainless steel pressure pipe operations.

Item	Fiscal years ended--			January-September	
	_____	_____	_____	2007	2008
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)					
1.					
2.					
3.					
4.					
5.					
6.					
7.					

PART III.--FINANCIAL INFORMATION--Continued

III-11. Operations on welded stainless steel pressure pipe ($\leq 14''$ in diameter).--Report the revenue and related cost information requested below on the welded stainless steel pressure pipe operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost.² Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2007	2008
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.					

PART III.--FINANCIAL INFORMATION--Continued

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of welded stainless steel pressure pipe. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years and the specified interim periods in chronological order from left to right.

Value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2007	2008
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories					
D. All other current assets					
E. Total current assets (lines 1.A. through 1.D.)					
2. Property, plant, and equipment (PPE)					
A. Original cost of PPE					
B. Less: Accumulated depreciation					
C. Equals: Net book value of PPE					
D. All other non-current assets					
E. Total non-current assets (line 2.C plus 2.D)					
3. Total assets (lines 1.E and 2.E)					

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on welded stainless steel pressure pipe. Provide data for your three most recently completed fiscal years and the specified interim periods in chronological order from left to right.

Value (in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2007	2008
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-14. Since January 1, 2005, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of welded stainless steel pressure pipe from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-15. Does your firm anticipate any negative impact of imports of welded stainless steel pressure pipe from China?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248, clark.workman@usitc.gov)

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2005-September 2008.

Product 1.--ASTM A-312, welded, grade AISI 304/304L pipe, 1-inch schedule 40

Product 2.--ASTM A-312, welded, grade AISI 304/304L pipe, 2-inch schedule 40

Product 3.--ASTM A-312, welded, grade AISI 304/304L pipe, 0.5-inch schedule 10

Product 4.--ASTM A-312, welded, grade AISI 304/304L pipe, 6-inch schedule 10

Product 5.--ASTM A-312, welded, grade AISI 316/316L pipe, 2-inch schedule 40

Product 6.--ASTM A-312, welded, grade AISI 304/304L pipe, 2-inch schedule 10

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Quantity (in thousands of feet) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2008:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2005:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2006:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2007:						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
2008:						
Jan-Mar						
Apr-Jun						
Jul-Sep						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____ Product 2: _____
 Product 3: _____ Product 4: _____
 Product 5: _____ Product 6: _____

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

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.

IV-3. How does your firm determine the prices that it charges for sales of welded stainless steel pressure pipe (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- Transaction by transaction Contracts Set price lists

Base price plus surcharge--Please describe: _____

Other--Please describe: _____

IV-4. Please describe your firm's discount policy (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy

Other--Please describe: _____

IV-5. (a) What are your firm's typical sales terms for its U.S.-produced welded stainless steel pressure pipe (e.g., 2/10 net 30 days)? _____.

(b) On what basis are your prices of its U.S.-produced welded stainless steel pressure pipe usually quoted? (check one)

- F.o.b.--Please specify point: _____ Delivered

IV-6. Approximately what share of your firm's sales of its U.S.-produced welded stainless steel pressure pipe in 2007 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long term contracts	
Short term contracts	
Spot sales	
Total	100 %

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

IV-7. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

IV-8. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes Not

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your firm's U.S.-produced imported welded stainless steel pressure pipe?

Source	Share of sales 2007	Lead time
From inventory	percent	days
Produced to order	percent	days
Total	100 percent	days

- IV-10. (a) What is the approximate percentage of the total delivered cost of welded stainless steel pressure pipe that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. What is the geographic market area in the United States served by your firm's welded stainless steel pressure pipe? (check all that apply)

Geographic area	Share of U.S. shipments in 2007 <i>(in percent)</i>
Northeast. —CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. —IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. —AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. —AR, LA, OK, and TX.	
Mountains. —AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. —CA, OR, and WA.	
Other. —All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
Total	100.0 percent

Note.--These shares should be calculated from all reported U.S. shipments in 2007 (lines D, F, and H) from question II-9.

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

IV-12. Describe the end uses of the welded stainless steel pressure pipe that you manufacture. For each end-use product, what percentage of the total cost is accounted for by welded stainless steel pressure pipe?

<u>Product</u>	<u>End use</u>	<u>Share of total cost (percent)</u>
Welded stainless steel pressure pipe (not exceeding 14" in diameter)	_____	_____
	_____	_____
Welded stainless steel pressure pipe (greater than 14" in diameter)	_____	_____
	_____	_____
Other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing)	_____	_____
	_____	_____

IV-13. 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?
Welded stainless steel pressure pipe (not exceeding 14" in diameter)		
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes
Welded stainless steel pressure pipe (greater than 14" in diameter)		
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes
Other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing)		
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes
6.		<input type="checkbox"/> No <input type="checkbox"/> Yes

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

IV-14. (a) How has the demand within the United States for welded stainless steel pressure pipe changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States for welded stainless steel pressure pipe changed since January 1, 2005? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

IV-15. Have there been any significant changes in the product range or marketing of welded stainless steel pressure pipe since January 1, 2005?

- No Yes-- Please describe.

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

IV-17. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between welded stainless steel pressure pipe produced in the United States and in other countries a significant factor in your firm's sales 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.¹

Country-pair	China	Korea	Malaysia	Taiwan	Thailand	Other countries
United States						
China						

¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of welded stainless steel pressure pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

IV-18. Please identify below the names and addresses of your firm's 10 largest customers for welded stainless steel pressure pipe 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 shipments of welded stainless steel pressure pipe for which each of these customers accounted in 2007.

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

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

IV-20. COMPETITION FROM IMPORTS--LOST SALES. --THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS OR BY PETITIONERS PROVIDING ALLEGATIONS INVOLVING QUOTES MADE AFTER THE FILING OF THE PETITION.

Since January 1, 2005: Did your firm lose sales of welded stainless steel pressure pipe to imports of these products from China?

No Yes

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

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

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (1,000 feet)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

PART V.-- WELDED STAINLESS STEEL PRESSURE PIPE (GREATER THAN 14" IN DIAMETER)

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **Supply all data requested (except for financial data) on a calendar-year basis.**

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

V-2. With respect to your firm's operations on **welded stainless steel pressure pipe (greater than 14" in diameter)**, have you, since January 1, 2005, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of **welded stainless steel pressure pipe (not exceeding 14" in diameter)** from China?

No Yes--List the following information

V-3. Report the information requested on the following page for **welded stainless steel pressure pipe (greater than 14" in diameter)** produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART V.-- WELDED STAINLESS STEEL PRESSURE PIPE (GREATER THAN 14" IN DIAMETER)--Continued

V-4. **Operations on welded stainless steel pressure pipe (greater than 14" in diameter).**— For the welded stainless steel pressure pipe (greater than 14" in diameter) operations of your U.S. establishment(s), report the information requested below.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal Consumption:					
Quantity of internal consumption					
Value of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION:⁴					
Net sales:⁵					
Quantity					
Value					
Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight.					

PART VI.-- OTHER FORMS OF WELDED STAINLESS STEEL TUBULAR PRODUCTS (EXCLUDING MECHANICAL TUBING AND GRADE 409 TUBING)

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200). **Supply all data requested (except for financial data) on a calendar-year basis.**

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

VI-2. With respect to your firm's operations on **welded stainless steel tubular products other than pressure pipe (and excluding mechanical tubing and grade 409 tubing)**, have you, since January 1, 2005, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of **welded stainless steel pressure pipe (not exceeding 14" in diameter)** from China?

No Yes--List the following information

VI-3. Report the information requested on the following page for **welded stainless steel tubular products other than pressure pipe (and excluding mechanical tubing and grade 409 tubing)** produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART VI.-- OTHER VARIETIES OF WELDED STAINLESS STEEL TUBULAR PRODUCTS (EXCLUDING MECHANICAL TUBING AND GRADE 409 TUBING)--Continued

VI-4. **Other varieties of welded stainless steel tubular products (excluding mechanical tubing and grade 409 tubing).**— For the welded stainless steel tubular products other than pressure pipe (excluding mechanical tubing and grade 409 tubing) operations of your U.S. establishment(s), report the information requested below.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-September	
	2005	2006	2007	2007	2008
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal Consumption:					
Quantity of internal consumption					
Value of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION:⁴					
Net sales:⁵					
Quantity					
Value					
Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight.					