

**U.S. IMPORTERS' 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 SEPTEMBER 30, 2009**

*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 investigations concerning certain seamless carbon and alloy steel standard, line, and pressure pipe ("seamless SLP pipe") from China (Inv. Nos. 701-TA-469 and 731-TA-1168 (Preliminary)). 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><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 imported seamless SLP pipe (as defined in the instruction booklet) from any country at any time since January 1, 2006?</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 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 40 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-4a. Does your firm have any related firms, either domestic or foreign, which are engaged in importing seamless SLP pipe of **4.5 inches or less outside diameter** ("small diameter" or "small OD") from China into the United States or which are engaged in exporting **small diameter** 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-4b. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **LARGE DIAMETER** seamless SLP pipe from China into the United States or which are engaged in exporting **LARGE DIAMETER** 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-5a. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of **SMALL DIAMETER** seamless SLP pipe?

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

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

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

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

I-6. Please indicate the nature of your firm's importing operations on seamless SLP pipe. More than one answer may be applicable.

- Importer of record  Takes title to the imported product(s)  
 Consignee of the imported products(s)  Customs broker or freight forwarder.

I-7. If your firm is an importer of record of seamless SLP pipe but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-8. Please indicate whether your firm enters seamless SLP pipe into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

- Foreign trade zones     No         Yes  
Bonded warehouses     No         Yes

I-9. Please indicate whether your firm imports seamless SLP pipe under the TIB (temporary importation under bond) program.

- No         Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

- No         Yes--Please specify. \_\_\_\_\_  
\_\_\_\_\_

**PART III.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from **Joanna Lo (202-205-1888, joanna.lo@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-2. Has your firm experienced any facility openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; or any other change in the character of your operations or organization relating to the importation of seamless SLP pipe since January 1, 2006?

No  Yes--Supply details as to the time, nature, and significance of such changes, and whether they related to **small diameter** or **large diameter** seamless SLP pipe.

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

II-3. Has your firm imported or arranged for the importation of seamless SLP pipe from China for delivery after June 30, 2009?

No  Yes--Indicate when such orders are to be delivered and the quantities involved.

**SMALL DIAMETER:** \_\_\_\_\_

\_\_\_\_\_

**LARGE DIAMETER:** \_\_\_\_\_

\_\_\_\_\_

II-4. If your firm also produces seamless SLP pipe in the United States, please indicate your reasons for importing this product. If your reasons differ by source, or by product size, please elaborate.

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

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

II-5a. **SMALL DIAMETER SEAMLESS SLP PIPE IMPORTS FROM CHINA.**--Report your firm's imports and your firm's shipments and inventories of **small diameter** seamless SLP pipe imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-5b. **LARGE DIAMETER SEAMLESS SLP PIPE IMPORTS FROM CHINA.**--Report your firm's imports and your firm's shipments and inventories of **large diameter** seamless SLP pipe imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-6a. **SMALL DIAMETER SEAMLESS SLP PIPE IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **small diameter** seamless SLP pipe imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known:					
_____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					
_____					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-6b. **LARGE DIAMETER SEAMLESS SLP PIPE IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of **large diameter** seamless SLP pipe imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2006	2007	2008	2008	2009
<b>Beginning-of-period inventories</b> (quantity)					
<b>Imports:</b> <sup>1</sup>					
Quantity of imports					
Value of imports					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>2</sup> of internal consumption/transfers					
<b>Export shipments:</b> <sup>3</sup>					
Quantity of export shipments					
Value of export shipments					
<b>End-of-period inventories</b> <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
<sup>1</sup> Please identify the sources and foreign producers, if known: _____ _____ _____					
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
<sup>3</sup> Identify your principal export markets: _____ _____					
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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-7. **COMPARABILITY OF SMALL DIAMETER AND LARGE DIAMETER SEAMLESS SLP PIPE.**--Since January 1, 2006, has your firm imported both small and 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 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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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART III.--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](mailto:clark.workman@usitc.gov))**

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

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

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. **distributors** during January 2006–June 2009 of the following products produced by your firm.

***Product 1.***—Seamless pipe quad stenciled to meet ASTM A-106 grade B, ASTM A-53 grade B, API 5L grade B, and API 5L grade X-42 specifications; 2” nominal size (2 3/8 inch OD x 0.154 wall thickness); plain ends.

***Product 2.***-- Seamless pipe quad stenciled to meet ASTM A-106 grade B, ASTM A-53 grade B, API 5L grade B, and API 5L grade X-42 specifications; 4” nominal size (4 1/2 inch OD x 0.237 wall thickness); plain ends.

***Product 3.***-- Seamless pipe quad stenciled to meet ASTM A-106 grade B, ASTM A-53 grade B, API 5L grade B, and API 5L grade X-42 specifications; 8” nominal size (8 5/8 inch OD x 0.322 wall thickness); plain ends.

***Product 4.***-- Seamless pipe quad stenciled to meet ASTM A-106 grade B, ASTM A-53 grade B, API 5L grade B, and API 5L grade X-42 specifications; 12” nominal size (12 3/4 inch OD x 0.375 wall thickness); plain ends.

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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from **China** and sold by your firm.

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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: \_\_\_\_\_

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

III-2b. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your largest country source other than China and sold by your firm.

**Other (please identify country):** \_\_\_\_\_

<b>(Quantity in short tons, value in dollars)</b>				
<b>Period of shipment</b>	<b>Product 1</b>		<b>Product 2</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
<b>Period of shipment</b>	<b>Product 3</b>		<b>Product 4</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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: \_\_\_\_\_

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

III-2c. Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from your second largest country source other than China and sold by your firm.

**Other (please identify country):** \_\_\_\_\_

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
<b>2006</b>				
January-March				
April-June				
July-September				
October-December				
<b>2007</b>				
January-March				
April-June				
July-September				
October-December				
<b>2008</b>				
January-March				
April-June				
July-September				
October-December				
<b>2009</b>				
January-March				
April-June				

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of Part III.

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: \_\_\_\_\_

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

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

III-3. Please describe how your firm determines the prices that it charges for sales of seamless SLP pipe (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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III-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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III-5. What are your firm's typical sales terms for its U.S.-produced seamless SLP pipe (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of domestic seamless SLP pipe usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_.

III-6. Approximately what share of your firm's sales of its U.S.-produced seamless SLP pipe in 2006 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long-term contracts	_____
Short-term contracts	_____
Spot sales	_____

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

III-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? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-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? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced seamless SLP pipe?

	<u>Share of sales,</u>		
<u>Source</u>	<u>Jan-June 2008</u>	<u>July-Dec 2008</u>	<u>Jan-June 2009</u>
From inventory	_____	_____	_____
Produced to order	_____	_____	_____
<b>Total</b>	<b>100 %</b>	<b>100 %</b>	<b>100 %</b>

	<u>Lead time,</u>		
<u>Source</u>	<u>Jan-June 2008</u>	<u>July-Dec 2008</u>	<u>Jan-June 2009</u>
From inventory	_____	_____	_____
Produced to order	_____	_____	_____
<b>Total</b>	<b>100 %</b>	<b>100 %</b>	<b>100 %</b>



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

- III-10. (a) What is the approximate percentage of the total delivered cost of seamless SLP 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 occurs within 100 miles of your storage or production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-11. What is the geographic market area in the United States served by your firm's seamless SLP pipe? (check all that apply)

- Northeast                       Mid-Atlantic                       Midwest                       Southeast
- Southwest                       Rocky Mountains                       West Coast                       Northwest
- National                       Other (describe: \_\_\_\_\_)

III-12. Describe the end uses of the small diameter seamless SLP pipe that you manufacture. For each end-use product, what percentage of the total cost is accounted for by seamless SLP pipe?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-13. Describe the end uses of the large diameter seamless SLP pipe that you manufacture. For each end-use product, what percentage of the total cost is accounted for by seamless SLP pipe?

<u>End use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

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

III-14. (a) Can other products be substituted for seamless SLP pipe?

No             Yes--Please list these substitute products in order of importance.

**Small diameter**

**Large diameter**

(i)            \_\_\_\_\_

(ii)           \_\_\_\_\_

(iii)           \_\_\_\_\_

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

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(c) 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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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-15. How has the demand within the United States for seamless SLP pipe changed since January 1, 2006? What principal factors affect changes in demand?

(a) Within the United States:

<b>Small diameter</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> No change	<input type="checkbox"/> Decreased
<b>Large diameter</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> No change	<input type="checkbox"/> Decreased

(b) Outside the United States:

<b>Small diameter</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> No change	<input type="checkbox"/> Decreased
<b>Large diameter</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> No change	<input type="checkbox"/> Decreased

(c) Please describe the ability of your firm to forecast and respond to the changes in demand described above.

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III-16. Have there been any significant changes in the product range or marketing of seamless SLP pipe since January 1, 2006?

No       Yes-- Please describe.

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III-17. Has your firm refused, declined, or been unable to supply seamless SLP pipe since January 1, 2006? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.) *With respect to timely shipments, your firm may wish to refer to your firm's lead time estimates reported in question III-9.*

No       Yes-- Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; and the amount and type of product involved.

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

III-18. 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	United States	China	Other countries
<b>FOR SMALL DIAMETER--</b>			
United States			
China			
Other countries			
<b>FOR LARGE DIAMETER--</b>			
United States			
China			
Other countries			
<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/> <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/> <hr/>			

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

III-19. 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 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.<sup>1,2</sup>

Country-pair	United States	China	Other countries
<b>FOR SMALL DIAMETER--</b>			
United States			
China			
Other countries			
<b>FOR LARGE DIAMETER--</b>			
United States			
China			
Other countries			
<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 III.--PRICING AND RELATED INFORMATION--Continued**

III-20. Please identify below the names and addresses of your firm's 10 largest customers for seamless SLP pipe since 2006. 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 seamless SLP pipe that each of these customers accounted for in 2008.

<b>No.</b>	<b>Customer'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 2008 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					