

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN OIL COUNTRY TUBULAR GOODS FROM CHINA

This questionnaire must be received by the Commission by no later than October 15, 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 and antidumping duty investigations concerning OCTG from China (Inv. Nos. 701-TA-463 and 731-TA-1159 (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 imported OCTG (as defined in the instruction booklet) from any country at any time since January 1, 2006?</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>
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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-8. Please indicate whether your firm enters OCTG 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 OCTG 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 II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187, fred.ruggles@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 OCTG since January 1, 2006?

No Yes--Supply details as to the time, nature, and significance of such changes. Please indicate the effect of such changes on your firm's cost structure and its ability to respond to changes in demand.

II-3. Has your firm imported or arranged for the importation of OCTG for delivery after September 30, 2009?

No Yes--Indicate when such orders are to be delivered and the quantities (in *short tons*) involved.

Source	October 2009	November 2009	December 2009	January 2010	February 2010	March 2010
China						
Other						

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

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

II-5a. **IMPORTS FROM SUBJECT SOURCES.**—Report your firm’s imports and your firm’s shipments and inventories of OCTG (casing, tubing, and coupling stock) imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

China

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/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)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² 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: _____ _____					
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: _____					

II-5b. **COUPLING STOCK.**—For each of the periods specified, please report the quantity (short tons) and value (\$1,000) of your firm’s imports from China of coupling stock included in your response to the preceding question.

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
Quantity of imports					
Value of imports					

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

II-6. **IMPORTS FROM NONSUBJECT SOURCES.**—Report your firm's imports and your firm's shipments and inventories of OCTG (casing, tubing, and coupling stock) 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-September	
	2006	2007	2008	2008	2009
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/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)					
¹ Please identify the sources and foreign producers, if known: _____ _____					
² 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: _____ _____					
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 imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

II-6b. **COUPLING STOCK.**—For each of the periods specified, please report the quantity (short tons) and value (\$1,000) of your firm's imports from all other sources of coupling stock included in your response to the preceding question.

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
Quantity of imports					
Value of imports					

PART III.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Ioana Mic (202-205-3196, Ioana.mic@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 price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. **distributors** during January 2006–September 2009 of the following products imported from **any country**:

Product 1.--Tubing, Grade J-55, 2 7/8" O.D., 6.5 lbs./ft., threaded and coupled, range 2, seamless

Product 2.--Casing, Grade J-55, 5 1/2" O.D., 15.5 lbs./ft., threaded and coupled, range 3, welded

Product 3.--Casing, Grade N-80, 5 1/2" O.D., 17.0 lbs./ft., threaded and coupled, range 3, seamless

Product 4.--Casing, Grade J-55, 8 5/8" O.D., 32.0 lbs./ft., threaded and coupled, range 3, welded

Product 5.--Casing, Grade J-55, 9 5/8" O.D., 36.0 lbs./ft., threaded and coupled, range 3, welded

Product 6.--Casing, Grade K-55, 9 5/8" O.D., 36.0 lbs./ft., threaded and coupled, range 3, seamless

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 data¹ for pricing products² imported from **China** and sold by your firm.

(Quantity in short tons, value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						

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 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: _____

Product 5: _____

Product 6: _____

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

III-2b. Report below the quarterly price data¹ for pricing products² imported from your 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		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						

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 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: _____
 Product 5: _____
 Product 6: _____

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

III-2c. Report below the quarterly price data¹ for pricing products² imported from your second largest country source other than China and sold by your firm.

Other (please identify country): _____

<i>(Quantity in short tons, value in dollars)</i>						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						

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 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: _____
 Product 5: _____
 Product 6: _____

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

III-2d. Report below the quarterly price data¹ for pricing products² imported from your third 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		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
Period of shipment	Product 4		Product 5		Product 6	
	Quantity	Value	Quantity	Value	Quantity	Value
2006:						
January-March						
April-June						
July-September						
October-December						
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						

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 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: _____
 Product 5: _____
 Product 6: _____

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

III-3. Please describe how your firm determines the prices that it charges for sales of OCTG (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.

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

III-5. What are your firm's typical sales terms for OCTG imported from China (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. warehouse, or delivered)? _____.

III-6. Approximately what share of your firm's sales of its OCTG imported from China in 2008 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	_____

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? _____

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

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 your share of sales both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of OCTG?

<u>Source</u>	<u>Share of sales</u>		<u>Lead time</u>	
	<u>2008</u>	<u>January- September 2009</u>	<u>2008</u>	<u>January- September 2009</u>
From inventory	_____	_____	_____	_____
Produced to order	_____	_____	_____	_____
Total	100 %	100 %	_____	_____

III-10. (a) What is the approximate percentage of the total delivered cost of OCTG 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.

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

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

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

III-12. Describe the end uses of the OCTG that you import from China.

End use

III-13. (a) Can other products be substituted for OCTG?

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

(i) _____

(ii) _____

(iii) _____

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

(c) Have changes in the prices of these products affected the price for OCTG?

No Yes--To what degree do changes in their prices affect the price for OCTG? 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 OCTG or final end use?

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

III-14. How has the demand within the United States for OCTG changed since January 1, 2006? What principal factors affect changes in demand?

(a) Within the United States:

Increased No change Decreased

(b) Outside the United States:

Increased No change Decreased

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

(d) Please describe the impact on your firm's OCTG operations of the changes in demand described above.

III-15. Have there been any significant changes in the product range or marketing of OCTG since January 1, 2006?

No Yes-- Please describe.

III-16. (a) Is the OCTG market subject to business cycles or conditions of competition distinctive to OCTG?

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

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

III-16. (b) Has the emergence of new markets for OCTG since January 1, 2006 affected the business cycles or conditions of competition distinctive to OCTG?

- No Yes--Please explain any such changes.

III-17. Has your firm refused, declined, or been unable to supply OCTG 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 shipment commitments, you 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.

III-18. Is OCTG 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.¹

Country-pair	China	Canada	Germany	Japan	Korea	Other countries
United States						
China						

¹ For any country-pair producing OCTG which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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 OCTG 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	Canada	Germany	Japan	Korea	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 OCTG, identify the country-pair and report the advantages or disadvantages imparted by such factors: <hr/> <hr/> <hr/> <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 OCTG during 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 OCTG from China that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

