

**U.S. PRODUCERS' QUESTIONNAIRE**  
**DRILL PIPE / DRILL COLLARS FROM CHINA**

**This questionnaire must be received by the Commission by no later than January 14, 2010**

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

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning drill pipe and drill collars from China (Inv. Nos. 701-TA-474 and 731-TA-1176 (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 produced drill pipe or drill collars (as defined in the instruction booklet) 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 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. **OMB statistics**--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. **OMB feedback**--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. **Establishments covered**--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.

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I-3. **Petition support**--Do you support or oppose the petition?

Support     Oppose     Take no position

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

I-4. **Ownership.**--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. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing drill pipe or drill collars from China into the United States or which are engaged in exporting drill pipe or drill collars from China to the United States?

No       Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Percentage of ownership</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of drill pipe or drill collars?

No       Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Percentage of ownership</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, [angela.newell@usitc.gov](mailto:angela.newell@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

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

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

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of drill pipe or drill collars since January 1, 2006?

<i>(check as many as appropriate)</i>	<i>(please describe)</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"/> revised labor agreements .....	_____ _____
<input type="checkbox"/> other ( <i>e.g.</i> , technology) .....	_____ _____

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2006 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of drill pipe or drill collars and/or using the same production and related workers employed to produce drill pipe or drill collars?

- No                       Yes--List the following information and report your firm's combined production capacity and production of these products and drill pipe or drill collars in the periods indicated.

<b>Product</b>	<b>Period</b>	<b>Basis for allocation of capacity and employment data (indicate if different)</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____

(Quantity in short tons)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
<b>Overall Production Capacity</b>					
<b>Production of:</b>					
Drill pipe (standard weight)					
Drill pipe (heavy weight)					
Drill collars					
Other product(s) _____					

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

\_\_\_\_\_

\_\_\_\_\_

II-5. **Tolling.**--Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of drill pipe or drill collars?

- No                       Yes--Name firm(s): \_\_\_\_\_.

II-6. **Foreign trade zone.**--Does your firm produce drill pipe or drill collars in a foreign trade zone (FTZ)?

- No                       Yes--Identify FTZ(s): \_\_\_\_\_.

II-7. **Importer.**--Since January 1, 2006, has your firm imported drill pipe or drill collars?

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

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

II-8a. **Trade data / drill pipe.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of drill pipe 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	
	2006	2007	2008	2008	2009
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> 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).					
<sup>2</sup> 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 each of the periods noted above:					
<sup>3</sup> Identify your principal export markets: _____					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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-8b. **U.S. SHIPMENTS OF DRILL PIPE.**—Report your firm’s U.S. shipments related to the production of drill pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
<b>U.S. shipments of UNFINISHED standard weight drill pipe:</b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of UNFINISHED heavy weight drill pipe:</b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of FINISHED standard weight drill pipe (with tool joints):</b>					
Quantity of U.S. shipments					
Value of U.S. shipments					
<b>U.S. shipments of FINISHED heavy weight drill pipe (with tool joints):</b>					
Quantity of U.S. shipments					
Value of U.S. shipments					

**Please note that the data provided above should reconcile with the data provided in question II-8a.**

II-8c. If your firm produces finished drill pipe in the United States, please respond to the following additional questions. If not, proceed to question II-8d.

What is the source and extent of your firm’s capital investment for your drill pipe finishing operations?

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How much technical expertise is involved in your drill pipe finishing operations?

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What inputs/ machines/ parts are used in your drill pipe finishing operations, and what portion are sourced in the United States?

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

II-8d. **Trade data / drill collars.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of drill collars 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	
	2006	2007	2008	2008	2009
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
<b>U.S. shipments:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption:</b>					
Quantity of internal consumption					
Value <sup>2</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>2</sup> of transfers					
<b>Export shipments:<sup>3</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>4</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
<b>Employment data:</b>					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
<sup>1</sup> 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). <hr/>					
<sup>2</sup> 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 each of the periods noted above. <hr/>					
<sup>3</sup> Identify your principal export markets: _____ 					
<sup>4</sup> Reconciliation of data.--Please note that the <b>quantities</b> 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-9. **Related firms.**--If you reported transfers to related firms in question II-8, 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.

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II-10a. **Purchases / drill pipe.**--Other than direct imports, has your firm otherwise purchased drill pipe since January 1, 2006? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF DRILL PIPE FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> 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 II.--TRADE AND RELATED INFORMATION--Continued**

II-10b. **Purchases / drill collars.**--Other than direct imports, has your firm otherwise purchased drill collars since January 1, 2006? (See definitions in the instruction booklet.)

No                       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF DRILL COLLARS FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
All other countries:					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
<sup>2</sup> 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 II.--TRADE AND RELATED INFORMATION--Continued**

II-11. Please report the quantity (in *short tons*) of drill pipe or drill collars that was entered into your firm's "order books" at the close of the specified months (i.e., drill pipe or drill collars that had been purchased or arranged for purchase and which was on your firm's production schedule at the specified period of time).

<b>Period</b>	<b>Standard weight drill pipe</b>	<b>Heavy weight drill pipe</b>	<b>Drill collars</b>	<b>Total</b>
<b>2006:</b>				
<b>March 31</b>				
<b>June 30</b>				
<b>September 30</b>				
<b>December 31</b>				
<b>2007:</b>				
<b>March 31</b>				
<b>June 30</b>				
<b>September 30</b>				
<b>December 31</b>				
<b>2008:</b>				
<b>March 31</b>				
<b>June 30</b>				
<b>September 30</b>				
<b>December 31</b>				
<b>2009:</b>				
<b>March 31</b>				
<b>June 30</b>				
<b>September 30</b>				
<b>December 31</b>				

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

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

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

( ) \_\_\_\_\_  
Phone 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 drill pipe or drill collars:  
\_\_\_\_\_
- 2. Does your firm prepare profit/loss statements for drill pipe or drill collars?  
 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 drill pipe or drill collars, 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. Other products.--Please list the products you produced in the facilities in which you produced drill pipe or drill collars, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
<u>Drill pipe</u>	_____
<u>Drill collars</u>	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

III-6. Does your firm purchase inputs (raw materials, labor, energy, or any other services) used in the production of drill pipe or drill collars from any related firm?

Yes--Continue to question III-7 below.       No--Continue to question III-9 below.

III-7. In the space provided below, identify the inputs related to the production of drill pipe or drill collars that your firm purchases from related parties whose financial statements are ultimately consolidated with the financial statements of your firm.

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

**PART III.--FINANCIAL INFORMATION--Continued**

III-8. 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-10 (i.e., costs reported in question III-10, 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 David Boyland (202-708-4725, david.boyland@usitc.gov).

III-9. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-10 please identify specific/relevant nonrecurring charges which are reflected in the company's reported financial results. In the schedule below, please report the particular expense/cost line items from question III-10 where associated nonrecurring charges are included, a brief description of the nonrecurring charge, and the associated amount (*in \$1,000 dollars*). 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 drill pipe or drill collars operations.

Item	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<b>Non-recurring charges:</b> (In the far left 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 table III-10.)					
Description and in which table III-10a cost category	<b>Value (in \$1,000 dollars) – Drill pipe</b>				
1.					
2.					
3.					
4.					
5.					
6.					
7.					
Description and in which table III-10b cost category	<b>Value (in \$1,000 dollars) – Drill Collars</b>				
1.					
2.					
3.					
4.					
5.					
6.					
7.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-10a. Operations on drill pipe.--Report the revenue and related cost information requested below on the drill pipe operations of your U.S. establishment(s).<sup>1</sup> 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

<b>Quantity (in short tons) and value (in \$1,000 dollars)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2008</b>	<b>2009</b>
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.  
<sup>2</sup> To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 \_\_\_\_\_ Fiscal year 2 \_\_\_\_\_ Fiscal year 3 \_\_\_\_\_ interim 2008 \_\_\_\_\_ interim 2009 \_\_\_\_\_  
<sup>3</sup> 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.  
<sup>4</sup> COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

**PART III.--FINANCIAL INFORMATION--Continued**

III-10b. Operations on drill collars.--Report the revenue and related cost information requested below on the drill collar operations of your U.S. establishment(s).<sup>1</sup> 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.<sup>2</sup> Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<b>Net sales quantities:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:</b> <sup>3</sup>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (COGS):</b> <sup>4</sup>					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 \_\_\_\_\_ Fiscal year 2 \_\_\_\_\_ Fiscal year 3 \_\_\_\_\_ interim 2008 \_\_\_\_\_ interim 2009 \_\_\_\_\_

<sup>3</sup> 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.

<sup>4</sup> COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

**PART III.--FINANCIAL INFORMATION--Continued**

III-11a. Asset values / drill pipe.--Report the total assets associated with the production, warehousing, and sale of drill 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 in chronological order from left to right, and for the specified interim periods.

<b>Value (in \$1,000 dollars)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2008</b>	<b>2009</b>
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other (describe: _____ )					
F. Total current assets (lines 1.A. through 1.E.)					
<b>2. Property, plant, and equipment</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>3. Other (describe: _____)</b>					
<b>4. Other (describe: _____)</b>					
<b>5. Total assets (lines 1.F., 2.C., 3 and 4)</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-11b. Asset values / drill collars.--Report the total assets associated with the production, warehousing, and sale of drill collars. 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 in chronological order from left to right, and for the specified interim periods

<b>Value (in \$1,000 dollars)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2008</b>	<b>2009</b>
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other (describe: _____ )					
F. Total current assets (lines 1.A. through 1.E.)					
<b>2. Property, plant, and equipment</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>3. Other (describe: _____)</b>					
<b>4. Other (describe: _____)</b>					
<b>5. Total assets (lines 1.F., 2.C., 3 and 4)</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-12a. Capital expenditures and research and development expenditures / drill pipe.--Report your firm's capital expenditures and research and development expenditures on drill pipe. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

III-12b. Capital expenditures and research and development expenditures / drill collars.--Report your firm's capital expenditures and research and development expenditures on drill collars. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2008	2009
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

**PART III.--FINANCIAL INFORMATION--Continued**

III-13a. Since January 1, 2006, 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 **drill 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-13b. Since January 1, 2006, 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 **drill collars** 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) \_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

III-14a. Does your firm anticipate any negative impact from imports of **drill pipe** from China?

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III-14b. Does your firm anticipate any negative impact from imports of **drill collars** from China?

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

Further information to this part of the questionnaire can be obtained from Nancy Bryan (202-205-2088, nancy.bryan@usitc.gov)

IV-1. **Contact information (price).**--Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( )

\_\_\_\_\_

\_\_\_\_\_

**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. customers during January 2006–September 2009 of the following products produced by your firm.

**Product 1.**—Drill pipe, finished, 5”O.D., 19.5 lbs./ft., grade G-105 with tool joints attached.

**Product 2.**-- Drill pipe, finished, 4 1/2”O.D., 16.6 lbs./ft., grade G-105 with tool joints attached.

**Product 3.**—Heavy weight drill pipe, finished, 5”O.D., 150.1 lbs./ft., with tool joints attached.

**Product 4.**-- Drill collars, finished, 6 1/2”O.D., x 2 13/16” ID with connections attached.

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. **Pricing data.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> produced and sold by your firm.

<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				
July-September				

<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 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: \_\_\_\_\_

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

IV-2. **Pricing data.**—Continued

<b>(Quantity in short tons, value in dollars)</b>				
<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				
July-September				
<sup>1</sup> Net values ( <i>i.e.</i> , 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 IV.				
<b>Note.</b> --If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 3: _____				
Product 4: _____				

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

**If your responses on any of the following questions differ between drill pipe and drill collars, please answer for each product separately and identify if answers apply to drill pipe or drill collars.**

IV-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of drill pipe or drill collars (*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 only submit some sample pages.

- Transaction by transaction                       Contracts                       Set price lists
- Internet sales
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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

- Quantity discounts                       Annual total volume discounts                       No discount policy
- Other--Please describe: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

IV-5. **Pricing terms for drill pipe or drill collars.**--

- (a) What are your firm's typical sales terms for its U.S.-produced drill pipe or drill collars (*e.g., 2/10 net 30 days*)? \_\_\_\_\_.
- (b) On what basis are your prices of domestic drill pipe or drill collars usually quoted? (check one)
- F.o.b.--Please specify point: \_\_\_\_\_                       Delivered

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

IV-6. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced drill pipe or drill collars 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 and including 12 months), and (3) spot sales basis (for a single delivery)?

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

IV-7. **Long-term contract provisions.**--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. **Short-term contract provisions.**--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     No

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

IV-9. **Lead times.**--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 your U.S.-produced drill pipe or drill collars?

Source	Drill pipe		Drill collars	
	Share of sales, 2008	Lead time	Share of sales, 2008	Lead time
From inventory	_____	_____ days	_____	_____ days
Produced to order	_____	_____ days	_____	_____ days
<b>Total</b>	<b>100 %</b>		<b>100 %</b>	

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of drill pipe or drill collars 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 are delivered within 100 miles of your production facility? \_\_\_\_\_ percent. Within 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of drill pipe or drill collars? (check all that apply)

Geographic area	√ if applicable	
	Drill Pipe	Drill Collars
<b>Northeast.</b> --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.		
<b>Midwest.</b> --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.		
<b>Southeast.</b> --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.		
<b>Central Southwest.</b> --AR, LA, OK, and TX.		
<b>Mountains.</b> --AZ, CO, ID, MT, NV, NM, UT, and WY.		
<b>Pacific Coast.</b> --CA, OR, and WA.		
<b>Other.</b> --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.		

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

IV-12. **End uses.**--Describe the end uses of the drill pipe or drill collars that you manufacture. For each end-use product, what percentage of the total cost is accounted for by drill pipe or drill collars?

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

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

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

IV-13. **Substitutes.**--Please list in order of importance any products that may be substituted for drill pipe or drill collars. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for drill pipe or drill collars, and to what degree, the length of any time lag of such an effect.

Substitute (drill pipe)	Application	Have changes in the prices of this substitute affected the price for drill pipe?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
Substitute (drill collars)	Application	Have changes in the prices of this substitute affected the price for drill collars?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

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

IV-14. **Demand trends.--**

- (a) How has the demand within the United States for **drill pipe** changed since January 1, 2006? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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- (b) How has the demand outside the United States (if known) for **drill pipe** changed since January 1, 2006? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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- (c) How has the demand within the United States for **drill collars** changed since January 1, 2006? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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- (d) How has the demand outside the United States (if known) for **drill collars** changed since January 1, 2006? What principal factors affect changes in demand?

Increased       No Change       Decreased       Fluctuated

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

IV-15. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of drill pipe or drill collars since January 1, 2006?

No             Yes--Please describe and quantify if possible.

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IV-16. **Business cycles.**--

(a) Is the drill pipe or drill collars market subject to business cycles or conditions of competition (including seasonal business) distinctive to drill pipe or drill collars?

No (skip to question IV-17.)             Yes-- Please describe below and then answer part (b).

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(b) If yes, have there been any changes in the business cycles or conditions of competition for drill pipe or drill collars since January 1, 2006?

No             Yes-- Please describe.

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IV-17. **Supply constraints.**--Has your firm refused, declined, or been unable to supply drill pipe or drill collars 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, been unable to meet timely shipment commitments, etc.)?

No             Yes-- Please describe.

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

IV-20. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between drill pipe or drill collars 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</sup>

Product	Country-pair	China	Other countries
Drill pipe	United States		
	China		
Drill collars	United States		
	China		

<sup>1</sup> For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of drill pipe or drill collars, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

IV-21a. **Customer Identification / drill pipe**--Please identify below the names and addresses of your firm's 5 largest customers for **drill 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 **drill pipe** 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					

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

IV-21b. **Customer Identification / drill collars**--Please identify below the names and addresses of your firm's 5 largest customers for **drill collars** during 2006-2008. 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 **drill collars** 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					



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

IV-23. **COMPETITION FROM IMPORTS--LOST SALES.** --THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2006: Did your firm lose sales of drill pipe or drill collars 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 (short tons)	Rejected U.S. price (total value-- dollars)	Country of origin	Competing import price (total value— dollars)

**PART V.--DRILL PIPE AND DRILL COLLARS – SUPPLEMENTAL INFORMATION**

Further information on this part of the questionnaire can be obtained from Angela Newell (202-708-5409, [angela.newell@usitc.gov](mailto:angela.newell@usitc.gov)). **Supply all data requested on a calendar-year basis.**

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

Company contact:

\_\_\_\_\_  
Name and title

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

V-2. **COMPARABILITY OF DRILL PIPE AND DRILL COLLARS**—Since January 1, 2006, has your firm produced drill pipe or drill collars?

- No       Yes--Please describe the differences and similarities between drill collars and drill 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:**

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

b) **Interchangeability:**

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

**PART V.—DRILL PIPE AND DRILL COLLARS – SUPPLEMENTAL INFORMATION --**

*Continued*

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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