

U.S. IMPORTERS' 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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm imported drill pipe or drill collars (as defined in the instruction booklet) from any country at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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. **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.

I-3. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **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

Table with 3 columns: Firm name, Address, Affiliation. Includes three blank rows for data entry.

I-5. **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?

Table with 3 columns: Firm name, Address, Affiliation. Includes three blank rows for data entry.

I-6. **Importing operations.**--Please indicate the nature of your firm's importing operations on drill pipe or drill collars. 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. **Consignee.**--If your firm is an importer of record of drill pipe or drill collars but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

Table with 3 columns: Firm name, Address, Contact person and phone number. Includes three blank rows for data entry.

PART I.--GENERAL INFORMATION--Continued

I-8. **FTZ or bonded warehouses.**--Please indicate whether your firm enters drill pipe or drill collars into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Drill pipe -- Foreign trade zones No Yes

Drill pipe -- Bonded warehouses No Yes

Drill collars -- Foreign trade zones No Yes

Drill collars -- Bonded warehouses No Yes

I-9. **Temporary importation under bond.**--Please indicate whether your firm imports drill pipe or drill collars under the TIB (temporary importation under bond) program.

Drill pipe:

No Yes

Drill collars:

No Yes

I-10. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding 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 Angela Newell (202-708-5409, 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 importation of drill pipe or drill collars or collars since January 1, 2006?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> office/warehouse openings	_____
<input type="checkbox"/> office/warehouse closings	_____
<input type="checkbox"/> relocations	_____
<input type="checkbox"/> expansions	_____
<input type="checkbox"/> acquisitions.....	_____
<input type="checkbox"/> consolidations.....	_____
<input type="checkbox"/> prolonged shutdowns or importation curtailments	_____
<input type="checkbox"/> revised labor agreements	_____
<input type="checkbox"/> other.....	_____

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

II-3a. Has your firm imported or arranged for the importation of **drill pipe** 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-3b. Has your firm imported or arranged for the importation of **drill collars** 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. **Reasons for importing.**--If your firm also produces drill pipe or drill collars in the United States, please indicate your reasons for importing this product (by source).

Unfinished standard weight drill pipe:

Unfinished heavy weight drill pipe:

Finished standard weight drill pipe (with tool joints):

Finished heavy weight drill pipe (with tool joints):

Drill collars:

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

II-5a. **IMPORTS FROM SUBJECT SOURCES / DRILL PIPE.**—Report your firm’s imports and your firm’s shipments and inventories of drill pipe 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 processors (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 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. **IMPORTS FROM SUBJECT SOURCES / DRILL COLLARS.**—Report your firm’s imports and your firm’s shipments and inventories of drill collars 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 processors (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 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. **IMPORTS FROM NONSUBJECT SOURCES / DRILL PIPE.**—Report your firm’s imports and your firm’s shipments and inventories of drill 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-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 processors (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: _____					

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

II-6b. **IMPORTS FROM NONSUBJECT SOURCES /DRILL COLLARS.**—Report your firm’s imports and your firm’s shipments and inventories of drill collars 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 processors (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: _____					

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

II-7. **IMPORTS OF DRILL PIPE.**—Report your firm’s U.S. imports of drill pipe from China and from all other sources 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
Imports of UNFINISHED standard weight drill pipe:					
Quantity of imports					
Value of imports					
Imports of UNFINISHED heavy weight drill pipe:					
Quantity of imports					
Value of imports					
Imports of FINISHED standard weight drill pipe (with tool joints):					
Quantity of imports					
Value of imports					
Imports of FINISHED heavy weight drill pipe (with tool joints):					
Quantity of imports					
Value of imports					

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
Imports of UNFINISHED standard weight drill pipe:					
Quantity of imports					
Value of imports					
Imports of UNFINISHED heavy weight drill pipe:					
Quantity of imports					
Value of imports					
Imports of FINISHED standard weight drill pipe (with tool joints):					
Quantity of imports					
Value of imports					
Imports of FINISHED heavy weight drill pipe (with tool joints):					
Quantity of imports					
Value of imports					

Please note that the data provided above should reconcile with the data provided in questions II-5a and II-6a.

PART III.--PRICING AND RELATED INFORMATION

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

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

Company contact:

()

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. customers since 2006 of the following products you imported from China, Austria, France, and Germany:

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 III.--PRICING AND RELATED INFORMATION--Continued

III-2a. **Price data.**--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	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: _____

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

III-2a. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from China and sold by your firm.

China

(Quantity in short tons, value in dollars)				
Period of shipment	Product 3		Product 4	
	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 3: _____

Product 4: _____

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

III-2b. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from your largest country source of drill pipe or drill collars and sold by your firm.

Largest country source: _____

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	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: _____

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

III-2b. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from your largest country source of drill pipe or drill collars and sold by your firm.

Largest country source: _____

(Quantity in short tons, value in dollars)				
Period of shipment	Product 3		Product 4	
	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 3: _____

Product 4: _____

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

III-2c. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from your second largest country source of drill pipe or drill collars and sold by your firm.

Second largest country source: _____

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	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: _____

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

III-2c. **Price data** *continued*.--Report below the quarterly price data¹ for pricing products² imported from your second largest country source of drill pipe or drill collars and sold by your firm.

Second largest country source: _____

(Quantity in short tons, value in dollars)				
Period of shipment	Product 3		Product 4	
	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: _____

PART III.--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.

III-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: _____
- _____

III-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: _____
- _____
- _____

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

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

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

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

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

III-7. **Long-term contact 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? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-8. **Short-term contact 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? _____
- (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-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 drill pipe or drill collars?

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

III-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 occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

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

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

III-11b. **Geographical shipments**--What is the geographic market area in the United States served by your firm's shipments of drill pipe or drill collars imported from countries other than China? (check all that apply)

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

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

End use (drill pipe)

Share of total cost (percent)

End use (drill collars)

Share of total cost (percent)

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

III-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/>

III-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

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

III-14. **Demand trends.**— *continued*

(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

(c) 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

(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

III-15. **Product changes.**--Have there been any significant changes in the product range or marketing of drill pipe or drill collars since January 1, 2006?

No Yes-- Please describe.

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

III-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 III-17.) Yes-- Please describe below and then answer part (b).

(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.

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

III-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.

III-18. **Raw materials.**--Please describe any trends in the prices of raw materials used to produce drill pipe or drill collars and whether your firm expects these trends to continue.

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

III-19. **Interchangeability.**--Is drill pipe or drill collars 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

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

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

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

III-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.¹

Product	Country-pair	China	Other countries
Drill pipe	United States		
	China		
Drill collars	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 drill pipe or drill collars, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

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

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

III-21b. **Customer Identification.**--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** 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					