

**U.S. PRODUCERS' QUESTIONNAIRE**  
**CERTAIN SEAMLESS CARBON AND ALLOY STEEL STANDARD,  
LINE, AND PRESSURE PIPE FROM CHINA**

**This questionnaire must be received by the Commission by no later than July 21, 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 certain seamless carbon and alloy steel standard, line, and pressure pipe ("seamless SLP pipe") from China (Inv. Nos. 701-TA-469 and 731-TA-1168 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. **This report is mandatory** and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<b>Name of firm</b> _____	
<b>Address</b> _____	
<b>City</b> _____	<b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____	
Has your firm produced seamless SLP pipe (as defined in the instruction booklet) at any time since January 1, 2007?	
<input type="checkbox"/> <b>NO</b>	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

**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.*

Name of Authorized Official	Title of Authorized Official	Date
Signature	Phone: ( ) _____	E-mail address
	Fax ( ) _____	

**PART I.—GENERAL INFORMATION**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

**SMALL DIAMETER:**

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**LARGE DIAMETER:**

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

Support     Oppose     Take no position

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

I-4. Is your firm owned, in whole or in part, by any other firm?

No  Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5a. Does your firm have any related firms, either domestic or foreign, which are engaged in importing seamless SLP pipe of **4.5 inches or less outside diameter** ("small diameter" or "small OD") from China into the United States or which are engaged in exporting **small diameter** seamless SLP pipe from China to the United States?

No  Yes--List the following information

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

I-5b. Does your firm have any related firms, either domestic or foreign, which are engaged in importing seamless SLP pipe of **greater than 4.5 inches up to and including 16.0 inches outside diameter** ("large diameter" or "large OD") from China into the United States or which are engaged in exporting **large diameter** seamless SLP pipe from China to the United States?

No  Yes--List the following information

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of seamless SLP pipe?

No  Yes--List the following information

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

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

Further information on this part of the questionnaire can be obtained from **Jennifer Merrill (202-205-3188, jennifer.merrill@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

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

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

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of seamless SLP pipe since January 1, 2007?

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

II-3. Does your firm produce other products on the same equipment and machinery used in the production of seamless SLP pipe?

No       Yes--List the following information.

Basis for allocation of capacity data (e.g., production): \_\_\_\_\_

Products produced on same equipment and share of total production in 2009 (in percent):

<u>Product</u>	<u>Percent</u>
<b><u>SMALL diameter seamless SLP pipe</u></b>	_____
<b><u>LARGE diameter seamless SLP pipe</u></b>	_____
_____	_____
_____	_____
_____	_____

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

II-3. *Continued.--*

Report all of your seamless pipe (**including nonsubject seamless pipe**) produced on the same equipment:

Item	Quantity ( <i>in short tons</i> )				
	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Average production capacity</b>					
Small diameter seamless pipe					
Large diameter seamless pipe					
Over 16 inches seamless pipe					
<b>TOTAL</b> seamless pipe					
<b>Production of small diameter pipe (4.5 inches or less OD):</b>					
Standard, line & pressure pipe					
OCTG					
Boiler tubing					
Mechanical tubing					
Other tubing: _____					
Total					
<b>Production of large diameter pipe (over 4.5 inches to 16.0 inches OD):</b>					
Standard, line & pressure pipe					
OCTG					
Boiler tubing					
Mechanical tubing					
Other tubing: _____					
Total					
<b>Production of all seamless pipe greater than 16 inches in OD:</b>					
<b>Total production (all products)</b>					
Reconciliation of data.--Please note that the production reported above for standard, line, & pressure pipe should equal data reported in II-9a, II-9b, and II-9c.					

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

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

II-5. Does your firm produce other products using the same production and related workers employed to produce seamless SLP pipe?

No             Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2009 (in percent):

<u>Product</u>	<u>Percent</u>
<b><u>Small diameter seamless SLP pipe</u></b>	_____
<b><u>Large diameter seamless SLP pipe</u></b>	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of seamless SLP pipe?

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

II-7. Does your firm produce seamless SLP pipe in a foreign trade zone (FTZ)?

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

II-8. Since January 1, 2007, has your firm imported seamless SLP pipe?

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

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

II-9a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **SMALL DIAMETER seamless SLP pipe only** 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-June	
	2007	2008	2009	2009	2010
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity) <sup>2</sup>					
<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>3</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>3</sup> of transfers					
<b>Export shipments:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>5</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (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> Please report the quantity of seamless pipe produced to ASTM specification A519 included in the data above (if any) for each of the period noted above: _____					
<sup>3</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>4</sup> Identify your principal export markets: _____					
<sup>5</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-9b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **LARGE DIAMETER seamless SLP pipe only** 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-June	
	2007	2008	2009	2009	2010
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity) <sup>2</sup>					
<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>3</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>3</sup> of transfers					
<b>Export shipments:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>5</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (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> Please report the quantity of seamless pipe produced to ASTM specification A519 included in the data above (if any) for each of the periods noted above: \_\_\_\_\_

<sup>3</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>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes     No--Please explain: \_\_\_\_\_



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

II-9c. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **TOTAL seamless SLP pipe (including both small and large diameter SLP pipe)** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **This table should be the sum of II-9a and II-9b.**

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Average production capacity <sup>1</sup> (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity) <sup>2</sup>					
<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>3</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers					
Value <sup>3</sup> of transfers					
<b>Export shipments:<sup>4</sup></b>					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories <sup>5</sup> (quantity)					
<b>Channels of distribution:</b>					
U.S. shipments to distributors (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> Please report the quantity of seamless pipe produced to ASTM specification A519 included in the data above (if any) for each of the periods noted above: _____ 					
<sup>3</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>4</sup> Identify your principal export markets: _____ 					
<sup>5</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-10. If you reported transfers to related firms in question II-9, 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-11a. Other than direct imports, has your firm otherwise purchased **SMALL DIAMETER** seamless SLP pipe since January 1, 2007? (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-June	
	2007	2008	2009	2009	2010
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF SMALL DIAMETER SEAMLESS SLP PIPE FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<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-11b. Other than direct imports, has your firm otherwise purchased **LARGE DIAMETER** seamless SLP pipe since January 1, 2007? (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-June	
	2007	2008	2009	2009	2010
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF LARGE DIAMETER SEAMLESS SLP PIPE FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<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-12a. Please report the quantity of **SMALL DIAMETER** seamless SLP pipe that was entered into your firm's "order books" at the close of the specified months (i.e., **SMALL DIAMETER** seamless SLP pipe that had been purchased or arranged for purchase and which was on your firm's production schedule at a specified period of time). Please also report the average lead time for orders placed at the close of the specified months.

Date	Quantity ( <i>in short tons</i> )	Lead time ( <i>in days</i> )
<b>2007:</b>		
March 31		
June 30		
September 30		
December 31		
<b>2008:</b>		
March 31		
June 30		
September 30		
December 31		
<b>2009:</b>		
March 31		
June 30		
September 30		
December 31		
<b>2010:</b>		
March 31		
June 30		

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

II-12b. Please report the quantity of **LARGE DIAMETER** seamless SLP pipe that was entered into your firm's "order books" at the close of the specified months (i.e., **LARGE DIAMETER** seamless SLP pipe that had been purchased or arranged for purchase and which was on your firm's production schedule at a specified period of time). Please also report the average lead time for orders placed at the close of the specified months.

Date	Quantity ( <i>in short tons</i> )	Lead time ( <i>in days</i> )
<b>2007:</b>		
March 31		
June 30		
September 30		
December 31		
<b>2008:</b>		
March 31		
June 30		
September 30		
December 31		
<b>2009:</b>		
March 31		
June 30		
September 30		
December 31		
<b>2010:</b>		
March 31		
June 30		

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

II-13. **COMPARABILITY OF SMALL DIAMETER AND LARGE DIAMETER SEAMLESS SLP PIPE**--Since January 1, 2007, has your firm produced either small or large diameter seamless SLP pipe?

No

Yes--Please describe the **differences and similarities between small and large diameter seamless SLP pipe** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

**(a) Characteristics and uses:**

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**(b) Interchangeability:**

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**(c) Manufacturing processes:**

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**(d) Channels of distribution:**

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**(e) Customer and producer perceptions:**

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**(f) Price:**

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to **Charles Yost (202-205-3432, [charles.yost@usitc.gov](mailto:charles.yost@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:  
\_\_\_\_\_

NOTE: EVEN IF YOUR FIRM HAS A FISCAL YEAR END OTHER THAN 12/31, PLEASE REPORT FINANCIAL DATA ON A CALENDAR-YEAR BASIS.

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

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

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

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

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

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

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

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

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III-5. Please list any products you produced in the facilities in which you produced seamless SLP pipe, and provide the share of net sales accounted for by these other products in 2009:

<u>Products</u>	<u>Share of sales</u>
<b><u>Small diameter seamless SLP pipe</u></b>	_____
<b><u>Large diameter seamless SLP pipe</u></b>	_____
<b><u>OCTG (casing, tubing, drill pipe, coupling stock)</u></b>	_____
<b><u>Boiler tubing</u></b>	_____
<b><u>Mechanical tubing</u></b>	_____
_____	_____
_____	_____

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

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



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

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

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

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

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

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

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

- Yes       No—Please contact Charles Yost (202-205-3432, charles.yost@usitc.gov).

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

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

**Value (\$1,000)**

Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Non-recurring charges and gains:</b> (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are classified in question III-11a.)					
1. , classified					
2. , classified					
3. , classified					
4. , classified					
5. , classified					
6. , classified					
7. , classified					

Are the nonrecurring charges and gains recorded in your firm's accounting records and recognized?     Yes             No

If no, please explain: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

III-11 a. Operations on TOTAL SEAMLESS SLP PIPE.--Report the revenue and related cost information requested below on the total seamless SLP 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 on a CALENDAR-YEAR BASIS for 2007, 2008, and 2009 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire. Please provide breakouts for your firm's operations on small and large diameter seamless SLP pipe in tables III-11b and III-11c, respectively. The sum of the breakouts should reconcile to the total.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<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> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <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 internal consumption and transfers to related firms.					

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

III-11b. Operations on SMALL DIAMETER SEAMLESS PIPE.--Report the revenue and related cost information requested below on the total seamless SLP 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 on a CALENDAR-YEAR BASIS for 2007, 2008, and 2009 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</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>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <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 internal consumption and transfers to related firms.					

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

III-11c. **Operations on LARGE DIAMETER SEAMLESS SLP PIPE.**--Report the revenue and related cost information requested below on the total seamless SLP 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 on a CALENDAR-YEAR BASIS for 2007, 2008, and 2009 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 Charles Yost at (202) 205-3432 before completing this section of the questionnaire.

<b>Quantity (in short tons) and value (in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009</b>	<b>2010</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>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. <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 internal consumption and transfers to related firms.					

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

III-12. Variable and fixed costs.—For each category of costs reported in III-11b and III-11c, please estimate the share of variable and fixed costs for CALENDAR YEAR 2009 in PERCENT as follows:

Cost category	In percent (%)		
	Variable costs	Fixed costs	Total
<b>Small diameter seamless SLP pipe:</b>			
Raw materials			100.0%
Direct labor			100.0%
Other factory costs			100.0%
SG&A expenses			100.0%
<b>Large diameter seamless SLP pipe:</b>			
Raw materials			100.0%
Direct labor			100.0%
Other factory costs			100.0%
SG&A expenses			100.0%

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of **total seamless SLP pipe** (table III-11a). 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 on a CALENDAR-YEAR BASIS as of the end of 2007, 2008, and 2009 in chronological order from left to right.

**Value (\$1,000)**

Item	Calendar years		
	2007	2008	2009
<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. All 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. All other (describe: _____)</b>			
<b>4. Total assets (lines 1.F., 2.C., and 3)</b>			

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

III-14. Capital expenditures and research and development expenses.--Report your firm's capital expenditures and research and development expenses on seamless SLP pipe. Provide data on a CALENDAR-YEAR BASIS for 2007, 2008, and 2009 in chronological order from left to right, and for the specified interim periods for total seamless SLP pipe, and breakouts for small diameter seamless SLP pipe and large diameter seamless SLP pipe.

Item	Value (in \$1,000)				
	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>Total seamless SLP pipe:</b>					
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					
<b>Small diameter seamless SLP pipe:</b>					
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					
<b>Large diameter seamless SLP pipe:</b>					
<b>Capital expenditures</b>					
<b>Research and development expenses</b>					

Please provide a description of the nature or focus of your firm's capital expenditures:

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Please provide a description of the nature or focus of your firm's R&D expenses:

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

III-15. Since January 1, 2007, 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 seamless SLP pipe from China?

No             Yes--My firm has experienced actual negative effects as follows:

**Small OD**    **Large OD**

            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-16a. Does your firm anticipate any negative impact of imports of **small diameter** seamless SLP pipe from China?

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III-16b. Does your firm anticipate any negative impact of imports of **large diameter** seamless SLP pipe from China?

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**PART V.—ASTM A-335**

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

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

Company contact:

\_\_\_\_\_

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

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. **distributors** during January 2007–June 2010 of the following products produced by your firm.

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

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

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

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

**Product 5.— Seamless pipe single stenciled to meet ASTM A-335 Grade P91; 12” nominal size (12 3/4 inch OD x 1.00 wall thickness); square cut plain ends.**

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

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

IV-2. 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>Product 3</b>			
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>		
<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								
October-December								
<b>2010:</b>								
January-March								
April-June								
<b>Period of shipment</b>	<b>Product 4</b>		<b>Product 5</b>					
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>				
<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								
October-December								
<b>2010:</b>								
January-March								
April-June								

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

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

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

Product 1: \_\_\_\_\_

Product 2: \_\_\_\_\_

Product 3: \_\_\_\_\_

Product 4: \_\_\_\_\_

Product 5: \_\_\_\_\_

**PART V.—ASTM A-335**

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

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

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

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

IV-6. Approximately what share of your firm's sales of its U.S.-produced seamless SLP pipe in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

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

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

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

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

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

(a) What is the average duration of a contract? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

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

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

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

Note.—Data reported in response to this question should be consistent with your response to questions II-12 a/b.

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

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

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

Geographic area	√ if applicable
<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.	

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

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

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

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

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

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

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

**Small diameter**

**Large diameter**

- |       |       |       |
|-------|-------|-------|
| (i)   | _____ | _____ |
| (ii)  | _____ | _____ |
| (iii) | _____ | _____ |

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(c) Have changes in the prices of these products affected the price for seamless SLP pipe?

No       Yes--To what degree do changes in their prices affect the price for seamless SLP pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by size or type of seamless SLP pipe or final end use?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

- (d) If you did not identify mechanical tubing or boiler tubing as a potential substitute for seamless SLP pipe, please discuss the characteristics of these products that limit or preclude substitution.

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IV-15. How has the demand within the United States for seamless SLP pipe changed since January 1, 2007? What principal factors affect changes in demand?

- (a) Within the United States:

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

- (b) Outside the United States:

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

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

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IV-16. Have there been any significant changes in the product range or marketing of seamless SLP pipe since January 1, 2007?

- No       Yes-- Please describe.

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

IV-17. (a) Is the seamless SLP pipe market subject to business cycles or conditions of competition distinctive to seamless SLP pipe?

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

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(b) Has the emergence of new markets for seamless SLP pipe since January 1, 2007 affected the business cycles or conditions of competition distinctive to seamless SLP pipe?

- No                       Yes--Please explain any such changes.

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IV-18. Has your firm refused, declined, or been unable to supply seamless SLP pipe since January 1, 2007? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

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

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

IV-19. Is seamless SLP pipe produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1 2</sup>

Country-pair	China	Other countries
<b>FOR SMALL DIAMETER--</b>		
United States		
China		
<b>FOR LARGE DIAMETER--</b>		
United States		
China		
<p><sup>1</sup> For any country-pair producing <b>small diameter</b> seamless SLP pipe which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/>		
<p><sup>2</sup> For any country-pair producing <b>large diameter</b> seamless SLP pipe which is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:</p> <hr/> <hr/> <hr/> <hr/>		

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

IV-20. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between seamless SLP pipe produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1 2</sup>

Country-pair	China	Other countries
<b>FOR SMALL DIAMETER--</b>		
United States		
China		
<b>FOR LARGE DIAMETER--</b>		
United States		
China		
<p><sup>1</sup> For any country-pair producing <b>small diameter</b> seamless SLP pipe for which differences other than price are always or frequently significant, please explain the significance of the non-price factors:</p> <hr/> <hr/> <hr/> <hr/>		
<p><sup>2</sup> For any country-pair producing <b>large diameter</b> seamless SLP pipe for which differences other than price are always or frequently significant, please explain the significance of the non-price factors:</p> <hr/> <hr/> <hr/> <hr/>		

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

IV-21. Please identify below the names and addresses of your firm's 10 largest customers for seamless SLP pipe since 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of seamless SLP pipe that each of these customers accounted for in 2009.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2009 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



**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, 2007: Did your firm lose sales of seamless SLP pipe to imports of these products from China?

No                       Yes

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

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

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity ( <i>short tons</i> )	Rejected U.S. price (total value-- <i>dollars</i> )	Country of origin	Competing import price (total value— <i>dollars</i> )

**PART V.—ASTM A-335**

Further information on this part of the questionnaire can be obtained from Jennifer Merrill (202-205-3188). **Supply all data requested (except for financial data) on a calendar-year basis.**

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

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

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

V-2. **COMPARABILITY OF ASTM A-335 PIPE AND OTHER SPECIFICATIONS OF SEAMLESS SLP PIPE.**—Since January 1, 2007, has your firm produced both ASTM A-335 or other specifications of seamless SLP pipe?

No

Yes--Please describe the **differences and similarities between ASTM A-335 pipe and other specifications of seamless SLP pipe** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary. Please indicate if your responses differ based on diameter.

**(a) Characteristics and uses:**

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

**(b) Interchangeability:**

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

**(c) Manufacturing processes:**

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

**(d) Channels of distribution:**

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

**PART V.—ASTM A-335**

**(e) Customer and producer perceptions:**

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**(f) Price:**

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V-3. With respect to your firm's operations on **ASTM A-335 pipe**, have you, since January 1, 2007, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of **ASTM A-335 pipe** from China?

- No                       Yes—Please provide details regarding the volume, timing and nature of any such losses or effects

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V-4. Report the information requested on the following page for **ASTM A-335 pipe** produced in your U.S. establishment(s) during the specified periods. In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

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**PART V.—ASTM A-335**

V-5. **ASTM A-335 pipe (small diameter)**. For the operations of your U.S. establishment(s), please report the information requested below.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>AVERAGE PRODUCTION CAPACITY</b> (quantity)					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>PRODUCTION</b> (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>1</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers to related firms					
Value <sup>1</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (value)					
<b>FINANCIAL INFORMATION:</b> <sup>4</sup>					
<b>Net sales:</b> <sup>5</sup>					
Quantity					
Value					
<b>Cost of goods sold</b> (value)					
<b>Gross profit or (loss)</b> (value)					
<b>Selling, general, and administrative expenses</b> (value)					
<b>Operating income or (loss)</b> (value)					
<b>Capital expenditures</b> (value)					
<sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value. <sup>2</sup> Identify your principal export markets: _____ <sup>3</sup> <b>Reconciliation of data.</b> --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 above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <sup>4</sup> Report financial information on a CALENDAR-YEAR BASIS. <sup>5</sup> Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight.					

**PART V.—ASTM A-335**

V-6. **ASTM A-335 pipe (large diameter)**. For the operations of your U.S. establishment(s), please report the information requested below.

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
<b>AVERAGE PRODUCTION CAPACITY</b> (quantity)					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>PRODUCTION</b> (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>1</sup> of internal consumption					
<b>Transfers to related firms:</b>					
Quantity of transfers to related firms					
Value <sup>1</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> (quantity)					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> (1,000 hours)					
<b>WAGES PAID TO PRWs</b> (value)					
<b>FINANCIAL INFORMATION:</b> <sup>4</sup>					
<b>Net sales:</b> <sup>5</sup>					
Quantity					
Value					
<b>Cost of goods sold</b> (value)					
<b>Gross profit or (loss)</b> (value)					
<b>Selling, general, and administrative expenses</b> (value)					
<b>Operating income or (loss)</b> (value)					
<b>Capital expenditures</b> (value)					
<sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value. <sup>2</sup> Identify your principal export markets: _____ <sup>3</sup> <b>Reconciliation of data.</b> --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 above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ <sup>4</sup> Report financial information on a CALENDAR-YEAR BASIS.. <sup>5</sup> Including internal consumption and transfer to related firms and net of discounts, returns, allowances, and prepaid freight.					