

U.S. PURCHASERS' QUESTIONNAIRE

DRILL PIPE / DRILL COLLARS FROM CHINA

This questionnaire must be received by the Commission by no later than **October 15, 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 (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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased drill pipe or drill collars (as defined in the instruction booklet) at any time since January 1, 2007?
<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 submitting 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 this proceeding 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 this proceeding 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 this proceeding 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 25 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 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>
_____	_____	_____
_____	_____	_____

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

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

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?

No Yes--List the following information.

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

PART II.--PURCHASES

Contact information (Purchases).--Who should be contacted regarding the information requested in parts II to V?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-1. **Purchases (unfinished).**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of unfinished drill pipe or unfinished drill collars. Report based on delivery date, not order date.

Quantity (in feet) and value (in \$1,000)				
Item	2007	2008	2009	Jan.-June 2010
Purchases of unfinished drill pipe produced in-- The United States:				
<i>Quantity</i>				
<i>Value</i>				
China:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
Purchases of unfinished drill collar produced in-- The United States:				
<i>Quantity</i>				
<i>Value</i>				
China:				
<i>Quantity</i>				
<i>Value</i>				
All other countries:²				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries (drill pipe): _____				

² Please identify these countries (drill collar): _____				

PART II.--PURCHASES--Continued

II-2. **Purchases (finished).**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of finished drill pipe or finished drill collars. Report based on delivery date, not order date.

Quantity (in feet) and value (in \$1,000)¹				
Item	2007	2008	2009	Jan.-June 2010
Purchases of new finished drill pipe produced in-- The United States:				
<i>Quantity</i>				
<i>Value²</i>				
China:				
<i>Quantity</i>				
<i>Value²</i>				
All other countries:³				
<i>Quantity</i>				
<i>Value²</i>				
Purchases of new finished drill collar produced in-- The United States:				
<i>Quantity</i>				
<i>Value²</i>				
China:				
<i>Quantity</i>				
<i>Value²</i>				
All other countries:⁴				
<i>Quantity</i>				
<i>Value²</i>				

¹ Please include tool joints/connectors in your reporting of quantity (length) and value (\$1,000).

² Value should include the value of any new and/or used drill pipe or drill collars exchanged for new drill pipe or drill collars. Since 2007 have you attempted to exchange new and/or used drill pipe or drill collars in inventory as partial or full payment for new drill pipe or drill collars?
 No. Yes—Please explain why.

Please estimate the total value of your purchases since 2007 in which used and/or new product from inventory was accepted as partial or full payment. _____ thousands of dollars.
Please describe the transaction(s) and explain the method used to determine the value of the drill pipe or drill collar that you exchanged.

³ Please identify these countries (drill pipe): _____

⁴ Please identify these countries (drill collars): _____

PART II.--PURCHASES--Continued

II-3. **Purchases (used/refurbished).**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of used/refurbished drill pipe or used/refurbished drill collars. Report based on delivery date, not order date.

Quantity (in feet) and value (in \$1,000 ¹)				
Item	2007	2008	2009	Jan.-June 2010
Purchases of used drill pipe from any source:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of used drill collar from any source:				
<i>Quantity</i>				
<i>Value</i>				
<p>¹ Please include tool joints/connectors in your reporting of quantity (length) and value (\$1,000). ² Value should include the value of any exchange of new and/or used drill pipe or drill collars from inventory as partial or full payment for used/refurbished product. Did you exchange new or used drill pipe or drill collars for used drill pipe or collars? <input type="checkbox"/> No. <input type="checkbox"/> Yes—Please describe the transaction(s) and explain the method used to determine the value of the drill pipe or drill collar that you exchanged.</p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <p>What are the end uses for which <u>used</u> drill pipe or drill collars are appropriate?</p> <hr/> <hr/> <hr/> <hr/> <hr/>				

PART II.--PURCHASES--Continued

II-4. **Inventories.**--Report your firm's inventories of drill pipe and drill collars purchased by your firm during the specified periods.

Item	Quantity (<i>in feet</i> ¹)			
	December 2007	December 2008	December 2009	June 2010
	Unfinished drill pipe (new)			
End-of-period inventories of drill pipe from the United States				
End-of-period inventories of drill pipe from China				
End-of-period inventories of drill pipe from all other countries				
	Unfinished drill collars (new)			
End-of-period inventories of drill collars from the United States				
End-of-period inventories of drill collars from China				
End-of-period inventories of drill collars from all other countries				
	Finished drill pipe (new)			
End-of-period inventories of drill pipe from the United States				
End-of-period inventories of drill pipe from China				
End-of-period inventories of drill pipe from all other countries				
	Finished drill collars (new)			
End-of-period inventories of drill collars from the United States				
End-of-period inventories of drill collars from China				
End-of-period inventories of drill collars from all other countries				
	Used drill pipe			
End-of-period inventories of drill pipe from all sources ²				
	Used drill collars			
End-of-period inventories of drill collars from all sources ²				

¹ Please include tool joints/connectors in your reporting of quantity (length).

² Inventories of used product should include only product that is available for use, excluding both drill pipe or drill collars with no more useful life (that will be sold or traded as scrap) as well as all drill pipe or drill collars that are currently being used for drilling.

PART II.--PURCHASES--Continued

II-5. **Changes in purchasing patterns.**—Please indicate how the relative levels of your firm's purchases of drill pipe or drill collars from different sources (both domestic and foreign) have changed since 2007.

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
China	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Note.--purchases should include any barter or exchange of new and/or used material for <u>new</u> drill pipe or drill collars.		

II-6. **Purchases from one country only.**--If your firm has purchased drill pipe or drill collars from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-7. (a) **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for **drill 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 purchases of drill pipe that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

(b) **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for **drill collars** 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 purchases of drill collars that each of these suppliers accounted for in 2009.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2009 purchases (%)
1					
2					
3					
4					
5					

PART II.--PURCHASES--Continued

II-8. **COMPARABILITY OF DRILL PIPE AND DRILL COLLARS.**—

Please describe the **differences and similarities between drill pipe and drill collars** 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; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART II.--PURCHASES--Continued

For purposes of questions II-9, 11-10, and part III of this questionnaire, please use the following definition of "premium drill pipe."

Premium Drill Pipe: Generally considered to be drill pipe whose tube body, tool joint, and/or tool joint connections surpass API specifications. Specifically Premium Drill Pipe:

- (1) Specifies the drill pipe body or tool joint material as:
 - a. Conforming to API 5DP (or ISO 11961) at Product Specification Level PSL-3, *or*
 - b. Conforming to common premium specifications such as NS-1 (Shell Sqair) or IRP, *or*
 - c. Having minimum yield strength which is appreciably above S135, with PSIs or 150 or above,

- **OR** -

- (2) Includes drill pipe threaded connections which:
 - a. Do not conform to the threaded connections listed in either API Specifications 7-2, ISO 10424-2, or API Recommended Practice 7G, *and*
 - b. Have minimum mechanical ratings exceeding those of Standard Drill Pipe connections by more than 15%, with the tool joint of the same nominal outside diameter and inside diameter.

II-9. Since 2007, has your firm purchased premium quality drill pipe?

No Yes—

PART II.--PURCHASES--Continued

II-10. **COMPARABILITY OF PREMIUM AND NON-PREMIUM DRILL PIPE.**—

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

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART II.--PURCHASES--Continued

II-11. **COMPARABILITY OF UNFINISHED DRILL PIPE / DRILL COLLARS AND FINISHED DRILL PIPE / DRILL COLLARS.**--Please describe the differences and similarities in unfinished drill pipe / drill collars and finished drill pipe / drill collars for the following factors:

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

(a) Whether the upstream article is dedicated to the production of the downstream article (e.g., what percentage of unfinished drill pipe / drill collars is used in the production of finished drill pipe / drill collars):

(b) Whether there are perceived to be separate markets for the upstream (unfinished drill pipe / drill collars) and downstream (finished drill pipe / drill collars) articles:

(c) Differences in the physical characteristics and functions of the upstream (unfinished drill pipe / drill collars) and downstream (finished drill pipe / drill collars) articles:

(d) Differences in the cost or value of unfinished drill pipe/drill collars compared to finished drill pipe/drill collars:

(e) Significance and extent of the processes used to transform the upstream (unfinished drill pipe / drill collars) into the downstream (finished drill pipe / drill collars) article:

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

If your responses on any of the following questions differ between *drill pipe* (whether unfinished or finished) and *drill collars* (whether unfinished or finished), or between *premium* and *non-premium* drill pipe, please answer for each product separately and identify if answers apply to drill pipe, drill collars, premium, or non-premium drill pipe.

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of drill pipe or drill collars (check all that apply)?

- | | |
|--|---|
| <input type="checkbox"/> Oil/gas company | <input type="checkbox"/> Equipment rental company |
| <input type="checkbox"/> Drilling contractor | <input type="checkbox"/> Pipe distributor |
| <input type="checkbox"/> Pipe processor/manufacturer | <input type="checkbox"/> Other (Describe: _____) |

III-2. **Competition for sales.**--If you are a distributor or reseller of drill pipe or drill collars, do you compete for sales to your customers with the manufacturers or importers from which you purchase drill pipe or drill collars?

- No Yes--Please describe

III-3. **Types of customers.**--If your firm is a distributor or reseller of drill pipe or drill collars, what are the major types of consumers to which you sell drill pipe or drill collars?

- | | |
|--|---|
| <input type="checkbox"/> Oil/gas company | <input type="checkbox"/> Equipment rental company |
| <input type="checkbox"/> Drilling contractor | <input type="checkbox"/> Pipe distributor |
| <input type="checkbox"/> Pipe processor/manufacturer | <input type="checkbox"/> Other (Describe: _____) |

III-4. **End uses.**--If your firm is an end user/service provider using drill pipe or drill collars, list the top 3 products for which your firm purchases drill pipe or drill collars as an input, the percentage of the total cost of the end use product that is accounted for by drill pipe or drill collars and by other inputs.

Product(s) you produce or service you provide	Share of cost of this product/ service accounted for by			Total
	Drill pipe (percent)	Drill collars (percent)	Other inputs (percent)	
1.				100%
2.				100%
3.				100%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Demand for end use products.--

(a) If your firm is an end user or service provider using drill pipe or drill collars, has the demand for your firm's final products/services incorporating drill pipe or drill collars changed since 2007?

Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for drill pipe or drill collars?

No Yes--Please describe.

III-6. Substitutes.--Can other products be substituted for drill pipe or drill collars?

No Yes--Please fill out the table below.

Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for drill pipe or 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-7. Demand trends.--

(a) How has the demand within the United States for drill pipe or drill collars changed since 2007? What principal factors caused changes in demand since 2007?

Increased Decreased Fluctuated No change

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(b) How has the demand **outside** the United States for drill pipe or drill collars changed since 2007? What principal factors caused changes in demand since 2007?

- Increased Decreased Fluctuated No change

III-8. **Number of rigs.**—For each of the periods below please report, the number of rigs your firm owns or services and the number of these rigs that are actively drilling.

	December 2007	December 2008	December 2009	June 2010
Number of rigs owned or serviced				
Number of these rigs actively drilling at the end of the period				

III-9. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of drill pipe or drill collars (check ALL that apply)?

- No
- Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of drill pipe or drill collars.
- Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of drill pipe or drill collars.
- Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of drill pipe or drill collars.

III-10. **Conditions of competition.**--

(a) Does the price of oil and/or gas affect demand for drill pipe or drill collars?

- No Yes--Please explain how these prices affect demand, and the time lags involved.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(b) Does demand for drill pipe or drill collars have a business cycle which is different from that of the overall economy?

- No Yes--Please explain what causes the business cycles that affect drill pipe or drill collars.

(c) Do factors **other than** the price of oil and gas and those you listed in (b) affect demand for drill pipe or drill collars?

- No Yes--Please identify these factors and describe how they affect demand for drill pipe or drill collars.

(d) Has the impact of the factors reported in (a), (b), and (c) above on drill pipe or drill collars changed since 2007?

- No Yes--Please explain any such changes.

III-11. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving drill pipe or drill collars based on the producer of the drill pipe or drill collars you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-12. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving drill pipe or drill collars based on the country of origin of the drill pipe or drill collars you purchase?

- Your firm: Always Usually Sometimes Never
- Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-13. **Purchasing frequency.**--

- (a) How frequently do you order drill pipe or drill collars?
- Weekly Monthly Quarterly Annually
- Other (specify) _____)

- (b) Have you made significant changes in your purchasing patterns (e.g., frequency) since 2007?
- No Yes—Please describe.

III-14. **Number of suppliers contacted.**--How many suppliers do you generally contact before making a purchase? _____ firms

III-15. **Supplier negotiations.**--

- (a) Do purchases of drill pipe or drill collars usually involve negotiations between supplier and purchaser?
- No Yes--Please describe these negotiations.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(b) If you answered yes to (a), do you ever quote competing prices of drill pipe or drill collars as part of the negotiation process?

- No Yes—Please explain under what circumstances you quote competing prices.

III-16. **Change in suppliers.**--Have you changed suppliers since 2007?

- No Yes--Please list the supplier or suppliers, indicate whether the firm was added or dropped as a supplier, and describe the reasons for the change.

III-17. **Supplier qualification**

(a) Do you require product you purchase to meet API standards?

- No Yes-- _____ percent of purchases in 2009 Yes--all purchases

(b) Do you require your suppliers to be or to become certified or qualified other than meeting the API standard to sell drill pipe or drill collars to your firm?

- No Yes-- _____ percent of purchases in 2009 Yes--all purchases

(c) Do you require product you purchase to surpass API standards?

- No Yes-- _____ percent of purchases in 2009 Yes--all purchases

(d) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(e) How long does it take to qualify a new supplier? _____ days.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-18. **Failure to certify.**--Since 2007, have any domestic or foreign producers failed in their attempts to certify or qualify their drill pipe or drill collars with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where the product is produced, and the reasons why they failed the certification/qualification process.

III-19. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for drill pipe or drill collars.

	Very important	Somewhat Important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets API standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds API standard.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proprietary grades.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Option to swap used product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase drill pipe or drill collars for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-21. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of drill pipe or drill collars?

III-22. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.

Please list the names of any firms you considered price leaders in the drill pipe or drill collars market since 2007 and describe how the firm(s) exhibited price leadership.

III-23. **Price.**—Based on your purchase experience, which of these offered your firm the lowest prices on drill pipe and drill collar since January 1, 2007?

- U.S.-produced drill pipe and drill collars.
- Chinese-produced drill pipe and drill collars.
- Other foreign-produced drill pipe and drill collars.
- Combination (please describe). _____

III-24. **Frequency of decisions based on price.**--How often does your firm purchase the drill pipe or drill collars that are offered at the lowest price?

- Always Usually Sometimes Never

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-25. **Supply issues.**—

- (a) Have any suppliers (U.S. or foreign) refused, declined, or been unable to supply drill pipe or drill collars since 2007? (Examples include being placed on allocation or “controlled order entry,” suppliers declining to accept new customers or to renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)

- No Yes--Please note when this occurred (i.e. month and year) and duration, country of origin, and supplier involved; amount and type of product involved; and the effect on your operations.

- (b) If you answered yes to (a) above, did this cause you to purchase drill pipe or drill collars from another source?

- No Yes—From what country did this product come? _____

- (c) If any suppliers (U.S. or foreign) refused, declined, or were unable to supply drill pipe or drill collars since 2007, and as a result you purchased from another source, did the transaction differ based on factors other than delivery?

- No
 Price (higher/lower _____)
 Product (new/used/other characteristic _____)
 Other (_____)

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-26. Time to delivery.—

- a) How long before delivery of drill pipe or drill collars do you typically inform your supplier of your needs? _____days
- b) Since 2007 what is the shortest time between when you informed the supplier of your needs and when you requested delivery? _____days
- c) Once you have informed a supplier of your needs and agreed to purchase, have you ever used a different supplier for those needs, since 2007?

No Yes—Please describe the transaction(s).

- d) Does the time between informing your supplier of your needs and delivery differ between your purchases of U.S. and imported product?

No Yes—please describe these differences?

III-27. Trades, swaps, and exchanges.—Has any supplier (domestic or foreign) rejected a proposal to exchange new or used drill pipe or drill collars from inventory as partial or full payment?

No. Yes—Please describe the size and nature of the proposed transaction and the grounds upon which it was rejected.

III-28. Sales of used drill pipe or drill collars.—

- a) Since 2007 has your firm sold used drill pipe or drill collars (other than as part of an exchange)?

No Yes.

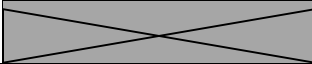
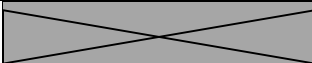
- b) How is the value of used drill pipe or drill collars you sell (other than as part of an exchange) determined?

PART IV.—PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for drill pipe or drill collars for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify _____)

IV-2. **Interchangeability by country-pair.**--Are 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 are *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV.—PRODUCT COMPARISONS--Continued

IV-3. **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 purchases 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	X	
Drill collars	United States		
	China	X	

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

PART IV.—PRODUCT COMPARISONS--Continued

IV-4. **Country preferences.**--Do you or your customers ever specifically order drill pipe or drill collars from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why drill pipe or drill collars from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. **Availability of merchandise.**--Are certain grades/types/sizes of drill pipe or drill collars available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-6. **Choice of product not based on price.**--If you purchased drill pipe or drill collars from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.—PRODUCT COMPARISONS--Continued

IV-7. **Factor country comparisons.**--For the factors listed below, please rate how **drill pipe** produced in each country you identified in your response to the first question in Part IV compares with **drill pipe** produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	Drill pipe from U.S. compared to drill pipe from China			Drill pipe from compared to drill pipe from			Drill pipe from compared to drill pipe from		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets API standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds API standard.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proprietary grades.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Option to swap used product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS--Continued

IV-8. **Factor country comparisons.**--For the factors listed below, please rate how **drill collars** produced in each country you identified in your response to the first question in Part IV compares with **drill collars** produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	Drill collars from U.S. compared to drill collars from China			Drill collars from _____ compared to drill collars from _____			Drill collars from _____ compared to drill collars from _____		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets API standard	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds API standard.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proprietary grades.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Option to swap used product	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.—PRODUCT COMPARISONS--Continued

IV-9. **Minimum quality**--

(a) How often do domestically produced drill pipe or drill collars meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often do imported subject drill pipe or drill collars meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often do imported nonsubject drill pipe or drill collars (*i.e.*, drill pipe or drill collars from countries other than China) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
COUNTRY: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
COUNTRY: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.—PRICE

PRICE DATA

This section requests quarterly quantity and value data, delivered, for your purchases from unrelated U.S. suppliers since 2007 of the following product. **Please do not report purchases of seconds, rejects, or used merchandise. Please note that total dollar values should be delivered to your site. Total dollar values should reflect the *final net* amount you pay (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.**

Product 1.— Drill pipe, finished, 5”O.D., 19.5 lbs./ft., grade G-105 with tool joints attached.
(For this product a common tool joint would be API NC 50 with 6 5/8 in. O.D., 3 ¼ in. ID.)

Note--The terms “pound,” “foot,” and “pounds per foot,” as used in the definition of this price item refer to the weight of the tube body exclusive of tool joints. The weight/length of the tool joints, however, should be included in the weights/lengths you report in this table.

(Quantity in short tons¹ and feet, value in dollars²)									
Period of shipment	U.S.-produced			China-produced			Other countries		
	Quantity		Value	Quantity		Value	Quantity		Value
	Short tons	Feet		Short tons	Feet		Short tons	Feet	
2007:									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
2008:									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
2009:									
Jan-March									
April-June									
July-Sept									
Oct-Dec									
2010:									
Jan-March									
April-June									

¹ Quantities should include the weights/lengths of the drill pipe and any attached tool joints.
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered. Values include value of both drill pipe and tool joints.

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

Note.--If your product does not have the tool joint provided as an example, please report the other tool joints used and the share of pricing product using these tool joints.