

U.S. PRODUCERS' 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 produced 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 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 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 50 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

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

Support Oppose Take no position

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

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

I-5. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing drill pipe (unfinished or finished) or drill collars (unfinished or finished) from China into the United States or which are engaged in exporting drill pipe (unfinished or finished) or drill collars (unfinished or finished) from China to the United States?

No Yes--List the following information

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>	<u>Percentage of ownership</u>	<u>Specify type of imported/exported product</u>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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

No Yes--List the following information

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Nathanael Comly (202-205-3174, nathanael.comly@usitc.gov). **Supply all data requested on a calendar-year basis.**

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of drill pipe (unfinished or finished) or drill collars (unfinished or finished) since January 1, 2007.

<i>(check as many as appropriate)</i>	<i>(please describe, including date and change in annual production)</i>
<input type="checkbox"/> plant openings	_____
<input type="checkbox"/> plant closings	_____
<input type="checkbox"/> relocations	_____
<input type="checkbox"/> expansions	_____
<input type="checkbox"/> acquisitions.....	_____
<input type="checkbox"/> consolidations.....	_____
<input type="checkbox"/> prolonged shutdowns or production curtailments	_____
<input type="checkbox"/> revised labor agreements	_____
<input type="checkbox"/> other (e.g., technology)	_____

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

II-3. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of drill pipe or drill collars and/or using the same production and related workers employed to produce drill pipe or drill collars?

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

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

(Quantity in <i>short tons</i>)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Overall Production Capacity					
Production of:					
Drill pipe / drill collars ¹					
Casing / tubing / coupling stock					
Standard / line / pressure pipe					
Other product(s): _____					
¹ Reported production of drill pipe / drill collars should equal production reported in questions II-8a-d below.					

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

II-4. **Production constraints and product shifting.**--Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products (whether premium or non-premium). Please refer to the definition of "premium" in part V of this questionnaire.

Unfinished drill pipe: _____

Finished drill pipe: _____

Unfinished drill collars: _____

Finished drill collars: _____

II-5. **Tolling.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of drill pipe or drill collars?

No Yes--Name firm(s): _____.

II-6. **Foreign trade zone (FTZ).**--Please indicate whether your firm enters drill pipe or drill collars into, or withdraws such merchandise from, foreign trade zones.

No Yes--Please specify the type of product and location: _____

II-7. **Importer.**--Since January 1, 2007, has your firm imported drill pipe or drill collars?

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

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

II-8a. **Trade data / unfinished drill pipe.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **unfinished drill pipe** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ 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). _____ ² 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: _____ ³ Identify your principal export markets: _____ ⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
NOTE. -- Please report your firm's U.S. shipments of unfinished drill pipe (quantity and value) that was upset or heat treated, but not tool joined, for each period. _____					

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

II-8b. **Trade data / finished drill pipe.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **finished drill pipe** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ 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).					
² 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.					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8c. **Trade data / unfinished drill collars**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **unfinished drill collars** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ 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/>					
² 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/>					
³ Identify your principal export markets: _____ 					
⁴ Reconciliation of data --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-8d. **Trade data / finished drill collars.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **finished drill collars** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Average production capacity ¹ (quantity)					
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ² of transfers					
Export shipments:³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ 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).					
² 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:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-9a. If your firm produces **finished drill pipe** in the United States, please respond to the following additional questions.

Please describe the technical expertise required by your drill pipe finishing operations.

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

II-9b. If your firm produces **finished drill collars** in the United States, please respond to the following additional questions.

Please describe the technical expertise required by your drill collar finishing operations.

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

II-10. **Related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-11a. **Purchases / unfinished drill pipe.**--Other than direct imports, has your firm otherwise purchased *unfinished drill pipe* since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
PURCHASES FROM U.S. IMPORTERS² OF UNFINISHED DRILL PIPE FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² 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. **Purchases / finished drill pipe.**--Other than direct imports, has your firm otherwise purchased *finished drill pipe* since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
PURCHASES FROM U.S. IMPORTERS^{2 3}					
OF FINISHED DRILL PIPE FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:^{2 3}					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:^{2 3}					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² 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/>					
³ Please report your firm's purchases of premium drill pipe (quantity and value) for each period. Please refer to the definition of "premium" in part V of this questionnaire. <hr/>					

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

II-11c. **Purchases / unfinished drill collars.**--Other than direct imports, has your firm otherwise purchased *unfinished drill collars* since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
PURCHASES FROM U.S. IMPORTERS² OF UNFINISHED DRILL COLLARS FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² 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-11d. **Purchases / finished drill collars.**--Other than direct imports, has your firm otherwise purchased *finished drill collars* since January 1, 2007? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
PURCHASES FROM U.S. IMPORTERS² OF FINISHED DRILL COLLARS FROM--					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>					
² 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-11e. **Purchases / used drill pipe / drill collars.**--Other than direct imports, has your firm otherwise purchased *used/refurbished drill pipe or drill collars* since January 1, 2007?

- No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
PURCHASES OF USED/REFURBISHED DRILL PIPE²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF USED/REFURBISHED DRILL COLLARS²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s), and source from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

II-12. **Used product sales.--**

(a) Does your firm sell used drill pipe or drill collars?

- No Yes

(b) Please identify the types of customers (e.g., large drilling contractors, small drilling contractors, rental companies, distributors, etc) to which you have sold used products:

(c) How do you determine the price of used product?

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

II-13. Please report the quantity (in *short tons*) of drill pipe or drill collars that was entered into your firm's "order books" at the close of the specified months (i.e., drill pipe or drill collars that had been purchased or arranged for purchase and which was on your firm's production schedule at the specified period of time). Please also report the lead times that your firm was quoting at mid-year (June 30) during the specified years.

Period	Unfinished drill pipe	Finished drill pipe	Unfinished drill collars	Finished drill collars	Total
2007:					
March 31					
June 30					
September 30					
December 31					
2008:					
March 31					
June 30					
September 30					
December 31					
2009:					
March 31					
June 30					
September 30					
December 31					
2010:					
March 31					
June 30					
September 30					

Lead time (days)				
Period	Unfinished drill pipe	Finished drill pipe	Unfinished drill collars	Finished drill collars
June 30, 2007				
June 30, 2008				
June 30, 2009				
June 30, 2010				

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

II-14. **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 II.--TRADE AND RELATED INFORMATION--Continued

II-15. COMPARABILITY OF DRILL PIPE AND DRILL COLLARS.--

Please describe the **differences and similarities between drill pipe and drill collar** 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 III.--FINANCIAL INFORMATION

Further information on this part of the questionnaire can be obtained from David Boyland (202-708-4725, david.boyland@usitc.gov).

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include drill pipe or drill collars:

- 2. Does your firm prepare profit/loss statements for drill pipe or drill collars?
 Yes No
- 3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually
- 4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

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

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. Please list the products you produced in the facilities in which you produced drill pipe and/or drill collars, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
Drill pipe and drill collars _____	_____
Casing / tubing / coupling stock _____	_____
Standard / line / pressure pipe (seamless) _____	_____
Other _____	_____
Other _____	_____

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

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

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-8. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component). Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

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

Yes No--Please contact David Boyland (202-708-4725, david.boyland@usitc.gov).

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

Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Non-recurring charges/gains: (In the far left column please provide a brief description of each nonrecurring charge/gain and indicate the particular expense/cost/income line items where the associated charges/gains are included in table III-10.)					
Description and in which table III-10a line item					
Value (in \$1,000 dollars) – Unfinished Drill Pipe					
1.					
2.					
3.					
4.					
Description and in which table III-10b line item					
Value (in \$1,000 dollars) – Finished Drill Pipe					
1.					
2.					
3.					
4.					
Description and in which table III-10c line item					
Value (in \$1,000 dollars) – Unfinished Drill Collars					
1.					
2.					
3.					
3.					
Description and in which table III-10d line item					
Value (in \$1,000 dollars) – Finished Drill Collars					
1.					
2.					
3.					
4.					

PART III.--FINANCIAL INFORMATION--Continued

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

Quantity (in short tons) and value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____ interim 2009 _____ interim 2010 _____
³ 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.
⁴ COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

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

Quantity (in short tons) and value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____ interim 2009 _____ interim 2010 _____
³ 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.
⁴ COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

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

Quantity (in short tons) and value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Tolling					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Tolling					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

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

² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____ interim 2009 _____ interim 2010 _____

³ 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.

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

PART III.--FINANCIAL INFORMATION--Continued

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

Quantity (in short tons) and value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Net sales quantities: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ³					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ⁴					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² To the extent applicable, please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant to question III-8: Fiscal year 1 _____ Fiscal year 2 _____ Fiscal year 3 _____ interim 2009 _____ interim 2010 _____
³ 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.
⁴ COGS should include costs associated with commercial sales, internal consumption, and transfers to related firms.

PART III.--FINANCIAL INFORMATION--Continued

III-11. Asset values / drill pipe and drill collars.--Report the total assets associated with the production, warehousing, and sale of drill pipe and drill collars. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Item	Value (in \$1,000 dollars)				
	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. Other (describe: _____)					
F. Total current assets (lines 1.A. through 1.E.)					
2. Property, plant, and equipment					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
3. Other (describe: _____)					
4. Other (describe: _____)					
5. Total assets (lines 1.F., 2.C., 3 and 4)					

PART III.--FINANCIAL INFORMATION--Continued

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

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Capital expenditures					
Research and development expenditures					

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

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Capital expenditures					
Research and development expenditures					

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

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Capital expenditures					
Research and development expenditures					

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

Value (in \$1,000 dollars)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2009	2010
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-13a. 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 **unfinished drill pipe** from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-13b. Since January 1, 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 **finished drill pipe** from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

PART III.--FINANCIAL INFORMATION--Continued

III-13c. 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 **unfinished drill collars** from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-13d. 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 **finished drill collars** from China?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

PART III.--FINANCIAL INFORMATION--Continued

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

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

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

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

PART IV.-- PRICING AND MARKETING --Continued

Further information to this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, amelia.preece@usitc.gov).

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

Company contact:

()

PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2007 of the following products produced by your firm. **Please do not report sales of seconds, rejects, or used merchandise. 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.**

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 1/4 in. ID.)

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

attached. (For this product a common tool joint would be API NC 46 with 6 1/4 in. O.D., 3 in. ID.)

Product 3. —Drill pipe, finished 5” O.D. 19.5 lbs./ft., grade S-135 with tool joints attached.

(For this product a common tool joint would be API NC 50 with 6 5/8 in. O.D., 2 3/4 in. ID.)

Product 4.—Drill pipe, unfinished, 5”O.D., 17.93 lbs./ft., 0.362” wall.

Product 5. —Heavy weight drill pipe, 5”O.D., 50.1 lbs./ft., with tool joints attached. (For this

product a common tool joint would be API NC 50 with 6 5/8 in. O.D., 3 in. ID.)

Product 6. —Drill collars, 6 1/2”O.D., x 2 13/16” ID with connections attached. (For this

product a common connection would be API NC 46.)

Note—The terms “pound,” “foot,” and “pounds per foot,” as used in the definitions of these price items refer to the weight of the tube body exclusive of tool joints or connections. The weight of the tool joints or connections, however, should be included in the weights you report for finished price items in table IV-2.

PART IV.-- PRICING AND MARKETING --Continued

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm to unrelated U.S. customers.

Sales to unrelated U.S. customers

(Quantity in short tons and feet, ³ value in dollars)									
Period of shipment	Product 1			Product 2			Product 3		
	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									
	Product 4			Product 5			Product 6		
	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 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. Values include both the value of the drill pipe or drill collar and any tool joints or connectors.

² Pricing product definitions are provided on the first page of Part IV.

³ Quantities of finished goods, both tons and feet, should include the weight/length of the drill pipe or drill collar and the weight/length of any attached tool joints or connectors.

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

Product 1: _____ Product 2: _____

Product 3: _____ Product 4: _____

Product 5: _____ Product 6: _____

Note.--If your products do not have the tool joint or connector provided as an example on page 32, please report the other tool joints or connectors used and the share of pricing product using these tool joints, by product.

PART IV.-- PRICING AND MARKETING --Continued

IV-3. Value of trade-ins in price data.—

(a) In question IV-2, were sales that involved trade/exchanges/swaps included?

- | | | |
|-----------|-----------------------------|------------------------------|
| Product 1 | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Product 2 | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Product 3 | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Product 4 | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Product 5 | <input type="checkbox"/> No | <input type="checkbox"/> Yes |
| Product 6 | <input type="checkbox"/> No | <input type="checkbox"/> Yes |

(b) Has your firm ever accepted used products for partial or full payment for new product since 2007?

No—No customer has made such a request for drill pipe or drill collars.

No—Please explain.

Yes—Please estimate the total value of sales since 2007 in which some used product was accepted as partial or full payment. _____ thousands of dollars

(c) Are the trade/exchanges/swaps reported above used dollar for dollar in the purchase of new product?

Yes No-- Please report how the value of trade/exchanges/swaps is determined.

PART IV.-- PRICING AND MARKETING --Continued

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

IV-4. **Price setting.**-- How does your firm determine the prices that it charges for sales of drill pipe or drill collars (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

- Transaction by transaction Contracts Set price lists
- Other--Please describe: _____
- _____
- _____

IV-5. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discounts
- Other--Please describe: _____
- _____
- _____

IV-6. **Pricing terms for drill pipe or drill collars.**--

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

PART IV.-- PRICING AND MARKETING --Continued

IV-7. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced drill pipe or drill collars 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 and including 12 months), and (3) spot sales not produced to order?

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

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

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet-or-release provision? Yes No

IV-9. **Short-term contract provisions.**--If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet-or-release provision? Yes No

PART IV.-- PRICING AND MARKETING --Continued

IV-10. **Lead times.**--What is your share of sales both from inventory and produced to order and what is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced drill pipe or drill collars?

<u>Source</u>	<u>Share of sales,</u> <u>2009</u>	<u>Average lead</u> <u>time 2007</u>	<u>Drill pipe</u>		
			<u>Average lead</u> <u>time 2008</u>	<u>Average lead</u> <u>time 2009</u>	<u>Average lead</u> <u>time 2010</u>
From inventory	_____	_____ days	_____ days	_____ days	_____ days
Produced to order	_____	_____ days	_____ days	_____ days	_____ days
Total	100 %				

<u>Source</u>	<u>Share of sales,</u> <u>2007</u>	<u>Average lead</u> <u>time 2007</u>	<u>Drill collars</u>		
			<u>Average lead</u> <u>time 2008</u>	<u>Average lead</u> <u>time 2009</u>	<u>Average lead</u> <u>time 2010</u>
From inventory	_____	_____ days	_____ days	_____ days	_____ days
Produced to order	_____	_____ days	_____ days	_____ days	_____ days
Total	100 %				

IV-11. **Shipping information.**--

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

PART IV.-- PRICING AND MARKETING --Continued

IV-12. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's shipments of drill pipe or drill collars? (check all that apply)

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

IV-13. **End uses.**--Describe the end uses of the drill pipe (unfinished or finished) or drill collars (unfinished or finished) that you manufacture. For each end-use product, what percentage of the total cost is accounted for by drill pipe or drill collars?

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

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

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

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

PART IV.-- PRICING AND MARKETING --Continued

IV-14. **Substitutes.**--Please list in order of importance any products that may be substituted for drill pipe or drill collars. For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for drill pipe or drill collars.

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

IV-15. **Demand trends.**--

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

- Increased
 No Change
 Decreased
 Fluctuated

PART IV.-- PRICING AND MARKETING --Continued

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

Increased No Change Decreased Fluctuated

IV-16. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of drill pipe or drill collars since 2007?

No Yes--Please describe and quantify if possible.

IV-17. **Business cycles.**--

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

No (skip to question IV-18.) Yes-- Please describe below and then answer part (b).

(b) Have there been any changes in the business cycles or conditions of competition for drill pipe or drill collars since 2007?

No Yes-- Please describe.

PART IV.-- PRICING AND MARKETING --Continued

IV-18. **Supply constraints.**--Has your firm refused, declined, or been unable to supply drill pipe or drill collars since 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, been unable to meet timely shipment commitments, etc.)?

No Yes-- Please describe.

IV-19. **Interchangeability.**--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 “O” 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.-- PRICING AND MARKETING --Continued

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

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

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

PART IV.-- PRICING AND MARKETING --Continued

IV-21. **Customer identification / drill pipe and drill collars**--Please identify below the names and addresses of your firm's 5 largest customers for **drill pipe and 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 shipments of **drill pipe and drill collars** that each of these customers accounted for in 2009.

Drill pipe					
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					
Drill collars					
1					
2					
3					
4					
5					

PART IV.-- PRICING AND MARKETING --Continued

IV-23. COMPETITION FROM IMPORTS--LOST SALES.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.

Since January 1, 2007: Did your firm lose sales of drill pipe or drill collars to imports of these products from China?

No Yes

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

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

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<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.—PREMIUM DRILL PIPE

Further information on this part of the questionnaire can be obtained from Nathanael Comly (202-205-3174). **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:

() _____

Phone number

E-mail address

For purposes of question II-4, question II-11b, and Part V of this questionnaire, please use the following definition for the term “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.

PART V.—PREMIUM DRILL PIPE --Continued

V-2. COMPARABILITY OF PREMIUM DRILL PIPE 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 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:

(e) Customer and producer perceptions:

(f) Price:

PART V.—PREMIUM DRILL PIPE --Continued

V-3a. With respect to your firm's operations on **premium drill 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 **premium drill pipe** from China?

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

V-3b. With respect to your firm's operations on **premium drill pipe**, do you anticipate lost sales or revenues or 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 **premium drill pipe** from China?

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

V-4. Report the information requested on the following page for **premium drill 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.

PART V.—PREMIUM DRILL PIPE --Continued

V-5. **Trade and financial data/ premium drill pipe.**--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
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS: ²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION:					
Net sales:					
Quantity					
Value					
Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
Research and development expenditures (value)					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ 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 above reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART V.—PREMIUM DRILL PIPE --Continued

V-6. **Order book.**--Please report the quantity (in *short tons*) of premium drill pipe that was entered into your firm's "order books" at the close of the specified months (i.e., premium drill pipe that had been purchased or arranged for purchase and which was on your firm's production schedule at the specified period of time).

Period	Premium drill pipe
2007:	
March 31	
June 30	
September 30	
December 31	
2008:	
March 31	
June 30	
September 30	
December 31	
2009:	
March 31	
June 30	
September 30	
December 31	
2010:	
March 31	
June 30	
September 30	