

U.S. IMPORTERS' 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 imported drill pipe or drill collars (as defined in the instruction booklet) from any country at any time since January 1, 2007?
<input type="checkbox"/> NO (Sign the certification below and promptly return <u>pages 1 through 4</u> of this 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

I-3. **Ownership**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

I-4. **Related importers/exporter.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing drill pipe (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-5. **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 I.--GENERAL INFORMATION--Continued

I-6a. **HTS classification for imports / other than drill pipe.**--Has your firm imported product since January 1, 2007 under HTS statistical reporting numbers 7304.22.0030, 7304.22.0045, 7304.22.0060, 7304.23.3000, 7304.23.6030, 7304.23.6060, or 8431.23.8040 that was **not** drill pipe?

No Yes--Please indicate the nature, timing, and total value of these products.

China _____

Other _____

I-6b. **HTS classification for imports / other than drill collars.**--Has your firm imported product since January 1, 2007 under HTS statistical reporting number 8431.23.8060 that was **not** drill collars?

No Yes--Please indicate the nature, timing, and total value of these products.

China _____

Other _____

I-7. **Importing operations.**--Please indicate the nature of your firm's importing operations on drill pipe or drill collars. More than one answer may be applicable.

- Importer of record Takes title to the imported product(s)
- Consignee of the imported products(s) Customs broker or freight forwarder.

I-8a. **Consignee/ freighter forwarder.**--If your firm is an importer of record of drill pipe or drill collars but is not the consignee/freight forwarder, please list the consignees/freight forwarders below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____

I-8b. **Importer of record.**--If your firm is a consignee/freight forwarder of drill pipe or drill collars, please list your two largest importers of record below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-9. **Foreign trade zones (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: _____

I-10. **Bonded warehouses.**--Please indicate whether your firm enters drill pipe or drill collars into, or withdraws such merchandise from, bonded warehouses.

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

I-11. **Temporary importation under bond(TIB).**--Please indicate whether your firm imports drill pipe or drill collars under the TIB program.

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

I-12. **Third-country trade activities.**--To your knowledge, have the products subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify. _____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from 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 importation 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)</i>
<input type="checkbox"/> office/warehouse openings.....	_____
<input type="checkbox"/> office/warehouse closings	_____
<input type="checkbox"/> relocations	_____
<input type="checkbox"/> expansions	_____
<input type="checkbox"/> acquisitions.....	_____
<input type="checkbox"/> consolidations.....	_____
<input type="checkbox"/> prolonged shutdowns or importation curtailments	_____
<input type="checkbox"/> revised labor agreements.....	_____
<input type="checkbox"/> other.....	_____

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

II-3a. **Arranged imports / unfinished drill pipe**-- Has your firm imported or arranged for the importation of ***unfinished drill pipe*** for delivery after June 30, 2010?

No Yes--Indicate when such orders are to be delivered and the quantities (in *short tons*) involved.

Source	Jul. – Sep. 2010	Oct. – Dec. 2010	Jan. - Mar. 2011	Apr. - June 2011
China				
Other				

II-3b. **Arranged imports / finished drill pipe**-- Has your firm imported or arranged for the importation of ***finished drill pipe*** for delivery after June 30, 2010?

No Yes--Indicate when such orders are to be delivered and the quantities (in *short tons*) involved.

Source	Jul. – Sep. 2010	Oct. – Dec. 2010	Jan. - Mar. 2011	Apr. - June 2011
China				
Other				

II-3c. **Arranged imports / unfinished drill collars**-- Has your firm imported or arranged for the importation of ***unfinished drill collars*** for delivery after June 30, 2010?

No Yes--Indicate when such orders are to be delivered and the quantities (in *short tons*) involved.

Source	Jul. – Sep. 2010	Oct. – Dec. 2010	Jan. - Mar. 2011	Apr. - June 2011
China				
Other				

II-3d. **Arranged imports / finished drill collars**-- Has your firm imported or arranged for the importation of ***finished drill collars*** for delivery after June 30, 2010?

No Yes--Indicate when such orders are to be delivered and the quantities (in *short tons*) involved.

Source	Jul. – Sep. 2010	Oct. – Dec. 2010	Jan. - Mar. 2011	Apr. - June 2011
China				
Other				

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

II-4. **Reasons for importing.**--If your firm also produces drill pipe or drill collars in the United States, please indicate your reasons for importing drill pipe or drill collars (whether unfinished or finished and whether premium or non-premium). Premium drill pipe is defined in the text box below.

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 II.--TRADE AND RELATED INFORMATION--Continued

II-5a. **IMPORTS FROM SUBJECT SOURCES / UNFINISHED DRILL PIPE.**--Report your firm's imports and your firm's shipments and inventories of *unfinished drill pipe* imported from **China** by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____ _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					
NOTE. -- Please report your firm's imports 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-5b. **IMPORTS FROM SUBJECT SOURCES / FINISHED DRILL PIPE.**--Report your firm's imports and your firm's shipments and inventories of *finished drill pipe* imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____					
NOTE. -- Please report your firm's imports of <i>premium drill pipe (quantity and value)</i> for each period. Please refer to the premium product definition on page 8 of this questionnaire. _____ _____					

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

II-5c. **IMPORTS FROM SUBJECT SOURCES / UNFINISHED DRILL COLLARS.**--Report your firm's imports and your firm's shipments and inventories of *unfinished drill collars* imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-5d. **IMPORTS FROM SUBJECT SOURCES / FINISHED DRILL COLLARS.**--Report your firm's imports and your firm's shipments and inventories of *finished drill collars* imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6a. **IMPORTS FROM NONSUBJECT SOURCES / UNFINISHED DRILL PIPE.**--Report your firm's imports and your firm's shipments and inventories of *unfinished drill pipe* imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
NOTE. -- Please report your firm's imports 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-6b. **IMPORTS FROM NONSUBJECT SOURCES /FINISHED DRILL PIPE.**--Report your firm's imports and your firm's shipments and inventories of **finished drill pipe** imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known:					

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above:					

³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					
NOTE. -- Please report your firm's imports of premium drill pipe (quantity and value) for each period. Please refer to the premium product definition on page 8 of this questionnaire.					

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

II-6c. **IMPORTS FROM NONSUBJECT SOURCES /UNFINISHED DRILL COLLARS.**--Report your firm's imports and your firm's shipments and inventories of *unfinished drill collars* imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-6d. **IMPORTS FROM NONSUBJECT SOURCES /FINISHED DRILL COLLARS.**--Report your firm's imports and your firm's shipments and inventories of *finished drill collars* imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in short tons), value (in \$1,000)					
Item	Calendar years			January-June	
	2007	2008	2009	2009	2010
Beginning-of-period inventories (quantity)					
Imports: ¹					
Quantity of imports					
Value of imports					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
Export shipments: ³					
Quantity of export shipments					
Value of export shipments					
End-of-period inventories ⁴ (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to processors (quantity)					
U.S. shipments to end users (quantity)					
¹ Please identify the sources and foreign producers, if known: _____ _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: _____ _____					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

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

II-7a. **HTS classification for imports / drill pipe.**--Has your firm imported *drill pipe* since January 1, 2007 under HTS statistical reporting number(s) **other than** 7304.22.0030, 7304.22.0045, 7304.22.0060, 7304.23.3000, 7304.23.6030, 7304.23.6060, or 8431.23.8040?

No Yes--Please provide the applicable HTS statistical reporting number(s) and the timing and total value of these imports.

China _____

Other _____

II-7b. **HTS classification for imports / drill collars.**--Has your firm imported *drill collars* since January 1, 2007 under HTS statistical reporting number(s) **other than** 8431.23.8060?

No Yes--Please provide the applicable HTS statistical reporting number(s) and the timing and total value of these imports.

China _____

Other _____

II-8. **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? Imports of used/refurbished drill pipe are to be included in the data reported in tables II-5b and/or II-6b.

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 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. _____					

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

II-9. **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 III.--PRICING AND RELATED INFORMATION

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

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

Company contact:

Name and title

()

Phone number

E-mail address

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2007 of the following products you imported from China and from nonsubject countries. **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 ¼ 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 ¾ 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 tables III-2a, III-2b, and III-2c.

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

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

Imports from China

(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 collar and any tool joints or connectors.

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

³ Quantities of finished goods, both tons and feet, should include the weight/length of the drill pipe or 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 35, please report the other tool joints or connectors used and the share of pricing product using these tool joints, by product.

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

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

Largest country source by product: _____

(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 collar and any tool joints or connectors.

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

³ Quantities of finished goods, both tons and feet, should include the weight/length of the drill pipe or 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 35, please report the other tool joints or connectors used and the share of pricing product using these tool joints, by product.

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

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

Second largest country source by product: _____

(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 collar and any tool joints or connectors.

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

³ Quantities of finished, both tons and feet, should include the weight/length of the drill pipe or 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 35, please report the other tool joints or connectors used and the share of pricing product using these tool joints, by product.

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

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

(a) In question III-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 accepted used products for partial or full payment for new product since 2007?

No—No customer has made such a request for drill pipe and 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 III.--PRICING AND RELATED INFORMATION--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.

III-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: _____
- _____

III-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: _____
- _____
- _____

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

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

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

III-7. **Contract versus spot.**--Approximately what share of your firm's sales of its drill pipe or drill collars from China 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?

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

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

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

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

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

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

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

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

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

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

III-12b. **Geographical shipments product not from China--**What is the geographic market area in the United States served by your firm's shipments of drill pipe or drill collars imported from countries other than China? (check all that apply)

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

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

III-13. **End uses**-Describe the end uses of the drill pipe or drill collars that you import from China. For each end-use product, what percentage of the total cost is accounted for by drill pipe or drill collars?

End use (unfinished drill pipe)

Share of total cost (percent)

End use (finished drill pipe)

Share of total cost (percent)

End use (unfinished drill collars)

Share of total cost (percent)

End use (finished drill collars)

Share of total cost (percent)

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

III-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/>

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

III-15. **Demand trends.**— *continued*

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

Increased No Change Decreased Fluctuated

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

No Yes-- Please describe.

III-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 III-18.) Yes-- Please describe below and then answer part (b).

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

No Yes-- Please describe.

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

III-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.

III-19. **Interchangeability.**--Is drill pipe or drill collars produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are always interchangeable, “F” to indicate that the products are frequently interchangeable, “S” to indicate that the products are sometimes interchangeable, “N” to indicate that the products are never interchangeable, and “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 is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

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

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

III-21. **Customer identification.**--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** from China 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					