U.S. PRODUCERS' QUESTIONNAIRE

HEAVY WALLED RECTANGULAR WELDED CARBON STEEL PIPES AND TUBES FROM KOREA, MEXICO, AND TURKEY

This questionnaire must be received by the Commission by August 4, 2015

See last page 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 heavy walled rectangular welded carbon steel pipes and tubes ("HWR") from Korea, Mexico, and Turkey (Inv. Nos. 701-TA-539 and 731-TA-1280-1282 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your firm's possession (19 U.S.C. § 1333(a)).

Name of firm _____

Signature

City	State	e Zi _j	o Code	
Website				
Has your firm prod	uced HWR (as defined on next page) a	t any time since	January 1, 2012?	
NO (Sig	n the certification below and promptly retu	ırn only this page	of the questionnaire to the Commission)	
YES (Con	mplete all parts of the questionnaire, and r	eturn the entire o	questionnaire to the Commission)	
•	naire via the U.S. International Tra ttps://dropbox.usitc.gov/oinv/. (PII		n <i>Drop Box</i> by clicking on the	
	CERTIFICA	ATION		
nowledge and belief and und weans of this certification formation provided in this the Commission on the same	derstand that the information submitt n I also grant consent for the Comm questionnaire and throughout this pr or similar merchandise.	ted is subject to nission, and its roceeding in an	re is complete and correct to the best audit and verification by the Commission. employees and contract personnel, to u y other import-injury proceedings conduc	se the ted by
mmission, its employees, caintaining the records of th	and contract personnel who are actin is proceeding or related proceedings f programs and operations of the Comi	ng in the capaci For which this in	hroughout this proceeding may be used ity of Commission employees, for develop formation is submitted, or in internal audint to 5 U.S.C. Appendix 3. I understand to	ing or
ame of Authorized Official	Title of Authorized Official		Date	
	Phone:			

Email address

PART I.--GENERAL INFORMATION

Background.--This proceeding was instituted in response to a petition filed on July 21, 2015, by Atlas Tube, a division of JMC Steel Group (Chicago, Illinois), Bull Moose Tube Company (Chesterfield, Missouri), EXLTUBE (North Kansas City, Missouri), Hannibal Industries, Inc. (Los Angeles, California), Independence Tube Corporation (Chicago, Illinois), Maruichi American Corporation (Santa Fe Springs, California), Searing Industries (Rancho Cucamonga, California), and Southland Tube (Birmingham, Alabama). Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of subsidization and/or dumping. Questionnaires and other information pertinent to this proceeding are available at

http://www.usitc.gov/investigations/701731/2015/heavy_walled_rectangular_welded_carbon_steel_pi pes/preliminary.htm

<u>Heavy Walled Rectangular Welded Carbon Steel Pipes and Tubes</u>.--The products covered by these investigations include certain welded carbon steel pipes and tubes of rectangular (including square) cross section, having a wall thickness of not less than 4mm, not threaded and not otherwise advanced.

Included products are those in which: (1) iron predominates, by weight, over each of the other contained elements; (2) the carbon content is 2 percent or less, by weight; and (3) none of the elements listed below exceeds the quantity, by weight, respectively indicated:

- 2.50 percent of manganese, or
- 3.30 percent of silicon, or
- 1.50 percent of copper, or
- 1.50 percent of aluminum, or
- 1.25 percent of chromium, or
- 0.30 percent of cobalt, or
- 0.40 percent of lead, or
- 2.0 percent of nickel, or
- 0.30 percent of tungsten, or
- 0.80 percent of molybdenum, or
- 0.10 percent of niobium (also called columbium), or
- 0.30 percent of vanadium, or
- 0.30 percent of zirconium.

The subject merchandise is currently provided for in item 7306.61.1000 of the Harmonized Tariff Schedule of the United States ("HTSUS"). While the HTSUS subheadings are provided for convenience and customs purposes, the written description of the scope of this investigation is dispositive.

<u>Reporting of information.</u>.--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (*i.e.*, a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

<u>Confidentiality</u>.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of

numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

<u>Verification</u>.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

Release of information.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals. In addition, if your firm is a U.S. producer, the information you provide on your production and imports of HWR and your responses to the questions in Part I of the producer questionnaire will be provided to the U.S. Department of Commerce, upon its request, for use in connection with (and only in connection with) its requirement pursuant to section 702(c)(4)/732(c)(4) of the Act (19 U.S.C. § 1671a(c)(4)/1673a(c)(4)) to make a determination concerning the extent of industry support for the petition requesting this proceeding. Any information provided to Commerce will be transmitted under the confidentiality and release guidelines set forth above. Your response to these questions constitutes your consent that such information be provided to Commerce under the conditions described above.

Yes

I-1a. <u>OMB statistics</u>.--Please report below the actual number of hours required and the cost to your firm of completing this questionnaire.

Hours	Dollars

No

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, gathering data, and completing and reviewing the questionnaire.

We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please attach such comments to your response or send to the Office of Investigations, USITC, 500 E St. SW, Washington, DC 20436.

I-1b.	TAA information release In the event that the U.S. International Trade Commission (USITC)
	makes an affirmative final determination in this proceeding, do you consent to the USITC's
	release of your contact information (company name, address, contact person, telephone
	number, email address) appearing on the front page of this questionnaire to the Departments of
	Commerce, Labor, and Agriculture, as applicable, so that your firm and its workers can be made
	eligible for benefits under the Trade Adjustment Assistance program?

I-2.	Establishments coveredProvide the city, state, zip code, and brief description of each
	establishment covered by this questionnaire. If your firm is publicly traded, please specify the
	stock exchange and trading symbol in the footnote to the table. Firms operating more than one

establishment should combine the data for all establishments into a single report.

"<u>Establishment</u>" – Each facility of a firm involved in the <u>production</u> of HWR, including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

Establishments covered ¹	City, State	Zip (5 digit)	Description
1			
2			
3			
4			
5			
6			
¹ Additional disc	ussion on establishments cons	solidated in this guestic	onnaire: .

Country	Support	Oppose	Take	no positio
Korea AD				
Mexico AD				
Turkey AD				
Turkey CVD				
	n owned, in whole or in -List the following infor		firm?	
Firm name	Address			Extent of ownership (percent)
				· ·
oreign, that are engage tates or that are engag	ortersDoes your firm ed in importing HWR fro ged in exporting HWR fr	m Korea, Mexico,	or Turkey in	to the Uni
oreign, that are engage States or that are engage States?	ed in importing HWR fro	m Korea, Mexico, om Korea, Mexico,	or Turkey in	to the Uni
oreign, that are engage States or that are engage States?	ed in importing HWR fro ged in exporting HWR fr	m Korea, Mexico, om Korea, Mexico,	or Turkey in	to the Uni o the Unit
Foreign, that are engage States or that are engage States? No Yes-	ed in importing HWR froged in exporting HWR froged in exporting HWR froged in exporting HWR froged in for	m Korea, Mexico, om Korea, Mexico,	or Turkey in , or Turkey t	to the Uni o the Unit
Foreign, that are engage States or that are engage States? No Yes-	ed in importing HWR froged in exporting HWR froged in exporting HWR froged in exporting HWR froged in for	m Korea, Mexico, om Korea, Mexico,	or Turkey in , or Turkey t	to the Uni o the Unit
Foreign, that are engage States or that are engage States? No Yes-	ed in importing HWR froged in exporting HWR froged in exporting HWR froged in exporting HWR froged in for	m Korea, Mexico, om Korea, Mexico,	or Turkey in , or Turkey t	to the Uni o the Unit
States or that are engage States or that are engage States? No Yes- Firm name Related producersDoengaged in the production	ed in importing HWR froged in exporting HWR froged in	m Korea, Mexico, om Korea, Mexico, mation.	or Turkey in	to the Unit
Foreign, that are engage States or that are engage States? No Yes- Firm name Related producersDoengaged in the production	ed in importing HWR froged in exporting HWR?	m Korea, Mexico, om Korea, Mexico, mation.	or Turkey in	o the Unit

Telephone

Fax

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Carolyn Carlson** (202-205-3002, <u>Carolyn.Carlson@usitc.gov</u>). **Supply all data requested on a <u>calendar-year</u> basis**.

II-1.	Contact inform	nationPlease identify the responsible	individual and the manner by which
	Commission sta in part II.	aff may contact that individual regardin	ng the confidential information submitted
	Name		
	Title		
	Email		

II-2. <u>Changes in operations.</u>—Please indicate whether your firm has experienced any of the following changes in relation to the production of HWR since January 1, 2012.

(chec	k as many as appropriate)	(please describe)
	plant openings	
	plant closings	
	relocations	
	expansions	
	acquisitions	
	consolidations	
	prolonged shutdowns or production curtailments	
	revised labor agreements	
	other (e.g., technology)	

II-3c.

II-3a. **Production using same machinery.--**Please report your firm's production of products made on the same equipment and machinery used to produce HWR, and the combined production capacity on this shared equipment and machinery in the periods indicated.

"Overall production capacity" or "capacity" – The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup).

"**Production**" – All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

0 0	2014	2015
) 0	C
	0	C
	_	
0 0	0 0	C
d in question II-7		es, please
		any given time period. If it do

<u>Capacity calculation</u>.--Please describe the methodology used to calculate overall production

capacity reported in II-3a, and explain any changes in reported capacity.

 (i) Is your firm able to switch production (capacity) between HWR and other products ame equipment and/or labor? No Yes(i.e., have produced other products or are able to products). Please identify other actual or potential products:	uce other acity
products). Please identify other actual or potential products:	 acity
between products (e.g., time, cost, relative price change, etc.), and the degree t	•
	O WINCH
<u>Tolling</u> Since January 1, 2012, has your firm been involved in a toll agreement regarding production of HWR?	ng the
"Toll agreement" – Agreement between two firms whereby the first firm furnishes the materials and the second firm uses the raw materials to produce a product that it then to the first firm with a charge for processing costs, overhead, etc.	

II-5. Foreign trade zones.--

"Foreign trade zone" is a designated location in the United States where firms utilize special procedures that allow delayed or reduced customs duty payments on foreign merchandise. A foreign trade zone must be designed as such pursuant to the rules and procedures set forth in the Foreign-Trade Zones Act.

	II-5a	<u>Firm's FTZ operations</u> Does your firm produce HWR in and/or admit HWR into a foreign trade zone (FTZ)?
		No YesDescribe the nature of your firms operations in FTZs and identify the specific FTZ site(s).
	II-5b	Other firms' FTZ operations To your knowledge, do any firms in the United States import HWR into a foreign trade zone (FTZ) for use in distribution of HWR and/or the production of downstream articles?
		No/Don't know YesIdentify the firms and the FTZs.
II-6.	<u>Import</u>	<u>er</u> Since January 1, 2012, has your firm imported HWR?
	mercha	ter" – The person or firm primarily liable for the payment of any duties on the ndise, or an authorized agent acting on his behalf. The importer may be the consignee, mporter of record.
	No	YesCOMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE

- II-7. <u>Production, shipment and inventory data</u>.--Report your firm's production capacity, production, shipments, and inventories related to the production of HWR in its U.S. establishment(s) during the specified periods.
 - "Average production capacity" or "capacity" The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).
 - "**Production**" All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.
 - **"U.S. commercial shipments"** Shipments made within the United States as a result of an arm's length commercial transaction in the ordinary course of business. Report <u>net values</u> (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods) in U.S. dollars, f.o.b. your point of shipment.

"Internal consumption" – Product consumed internally by your firm.

"Transfers to related firms" – Shipments made to related domestic firms. Such transactions are valued at fair market value.

"Related firm" – A firm that your firm solely or jointly owns, manages, or otherwise controls. Such transactions are valued at fair market value.

"Export shipments" – Shipments to destinations outside the United States, including shipments to related firms.

"Inventories" – Finished goods inventory, not raw materials or work-in-progress.

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the trade data, as Commission staff may contact your firm regarding questions on the trade data. The Commission may also request that your company submit copies of the supporting documents/records (such as production and sales schedules, inventory records, etc.) used to compile these data.

II-7. Production, shipment and inventory data.--

Quantity (in short tons) and value (in \$1,000)						
	Calendar years			January-June		
ltem	2012	2013	2014	2014	2015	
Average production capacity ¹ (quantity) (A)						
Beginning-of-period inventories (<i>quantity</i>) (B)						
Production (quantity) (C)						
U.S. shipments: Commercial shipments: Quantity (D)						
Value (E)						
Internal consumption: Quantity (F)						
Value ² (G)						
Transfers to related firms: Quantity (H)						
Value² (I)						
Export shipments: ³ Quantity (J)						
Value (K)						
End-of-period inventories ⁴ (quantity) (L)						
¹ The production capacity reported is based methodology used to calculate production capacity internal consumption and transfers to relatives a different basis for valuing these transact data using that basis for each of the periods no didentify your firm's principal export market	acity, and explated firms must licens, please speted above:	in any changes ir be valued at fair I ecify that basis (<i>e</i>	n reported capa market value. I	city n the event tha	t your firm	

<u>RECONCILIATION OF SHIPMENTS, PRODUCTION, AND INVENTORY.</u>--Generally, the data reported for the end-of-period inventories (i.e., line L) should be equal to the beginning-of-period inventories (i.e., line B), plus production (i.e., line C), less total shipments (i.e., lines D, F, H, and J). Please ensure that any differences are not due to data entry errors in completing this form, but rather actually reflect your firm's records; and also provide any likely explanations for any differences (e.g., theft, loss, damage, record systems issues, etc.) if they exist.

	Calendar years			January-June		
Reconciliation	2012	2013	2014	2014	2015	
B + C - D - F - H - J - L = should equal zero ("0") or provide an explanation.1	0	0	0	0	0	
¹ Explanation if the calculated fields above are	returning values o	other than zero (i.	e., "0") but are no	onetheless accura	ite:	

II-8. <u>Channels of distribution</u>.--Report your firm's commercial U.S. shipments by channel of distribution.

Quantity (in short tons) and value (in \$1,000)								
		Calendar years	lendar years		y-June			
Item	2012	2013	2014	2014	2015			
Channels of distribution:								
Commercial U.S. shipments:								
To distributors (<i>quantity</i>) (M)								
To end users (quantity) (N)								

	Calendar years			January-June		
Reconciliation	2012	2013	2014	2014	2015	
M + N - D = zero ("0"), if not revise.	0	0	0	0	0	

Explanation of trends:

II-9. <u>Employment data</u>.--Report your firm's employment-related data related to the production of HWR and provide any explanation for any trends in these data.

"Production Related Workers" (PRWs) includes working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

Average number employed may be computed by adding the number of employees, both full time and part time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January to June periods, calculate similarly and divide by 6.

"Hours worked" includes time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight time hours.

"Wages paid" – Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

	Calendar years			January-June		
Item	2012	2013	2014	2014	2015	
Average number of PRWs (number)						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (\$1,000)						

	Related firmsIf your firm reported transfers to related firms in question II-7, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.
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I-11.	PurchasesOther than 2012?	n direct imports	, has your firm	otherwise p	urchased HWF	R since January 1,
	"Purchase" – A transac producer, a U.S. distrib			•	•	
	"Direct import" –A tra of record or consignee	•	from a foreigr	n producer wh	nere your firm	is the importer
	□ No □ Yes	sReport such p purchases:	ourchases belo	w and explaii	n the reasons t	for your firms'
		Quanti	ity (in short to	ns)		
		С	alendar years		Janua	ry-June
	Item	2012	2013	2014	2014	2015
	ases from U.S. ters ¹ of HWR from ea					
Mex	кісо					
Turl	key					
Allo	other countries					
Purcha produ	ases from domestic cers ²					
Purch:	ases from other es ²					
supplie	ease list the name of the iers differ by source, please lease list the name of the p	identify the sour	ce for each liste	d supplier:		
I-12.	Other explanations:I that did not provide a the space provided be providing the data in tiquestionnaire.	narrative box, p low. Please also	lease note the use this space	question nui	mber and the a	explanation in ur firm had in

PART III.--FINANCIAL INFORMATION

Address questions on this part	of t	the questionnaire to Justin Jee	(202-205-3186, Justin.Jee@usitc.gov).
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Name	
Title	
Email	
Telephone	
Fax	
Accounting sy	stemBriefly describe your firm's financial accounting system.
A.	When does your firm's fiscal year end (month and day)? If your firm's fiscal year changed during the data-collection period, explain below:
B.1.	Describe the lowest level of operations (e.g., plant, division, company-wide which financial statements are prepared that include HWR:
2.	Does your firm prepare profit/loss statements for HWR:
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 comprehensis of accounting (specify)
	As requested in Part I of this questionnaire, please keep all supporting documents/rec the preparation of the financial data, as Commission staff may contact your firm
submit profit-c	ing questions on the financial data. The Commission may also request that your comp copies of the supporting documents/records (financial statements, including internal and-loss statements for the division or product group that includes HWR, as well as sp pents and worksheets) used to compile these data.
Cost accounting cost, job order	ng systemBriefly describe your firm's cost accounting system (e.g., standard cost, etc.).

Products	Share of sales
HWR	%
	%
	%
	%
	%
Does your firm purchase inputs (raw materials, labe production of HWR from any related suppliers (e.g. firms, divisions and/or other components within the	, inclusive of transactions between related
YesContinue to question III-7. NoCo	ntinue to question III-9a.

Related supplier	Share of total COGS
recorded in the firm's accounting books	and records

III-8.	<u>Inputs purchased from related suppliers.</u> Please confirm that the inputs purchased from related suppliers, as identified in III-7, were reported in III-9a (financial results on HWR) in a manner consistent with your firm's accounting books and records.
	Yes
	NoIn the space below, please report the valuation basis of inputs purchased from related suppliers as reported in table III-9a.

III-9a. Operations on HWR.--Report the revenue and related cost information requested below on the HWR operations of your firm's U.S. establishment(s). Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value. Input purchases from related suppliers should be consistent with and based on information in the firm's accounting books and records. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quanti	ty (in short tons) ar				
	Fisc	al years ended	January-June		
ltem	2012	2013	2014	2014	2015
Net sales quantities: ²					
Commercial sales ("CS")					
Internal consumption ("IC")					
Transfers to related firms ("Transfers")					
Total net sales quantities	0	0	0	0	C
Net sales values: ² Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values	0	0	0	0	(
Cost of goods sold (COGS): ³ Raw materials					
Direct labor					
Other factory costs					
Total COGS	0	0	0	0	С
Gross profit or (loss)	0	0	0	0	C
Selling, general, and administrative (SG&A) expenses: Selling expenses					
General and administrative expenses					
Total SG&A expenses	0	0	0	0	0
Operating income (loss)	0	0	0	0	0
Other expenses and income: Interest expense					
All other expense items					
All other income items					
Net income or (loss) before income taxes	0	0	0	0	(
Depreciation/amortization included above					

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

Note -- The table above contains calculations that will appear when you have entered data in the MS Word form fields.

² 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.

³ COGS (whether for domestic or export sales) should include <u>costs associated with CS, IC, and Transfers.</u>

III-9b.	<u>Financial data reconciliation</u> The calculable line items from question III-9a (<i>i.e.</i> , total net sales quantities and values, total COGS, gross profit (or loss), total SG&A, and net income (or loss)) have been calculated from the data submitted in the other line items. Do the calculated fields return the correct data according to your firm's financial records ignoring non-material differences that may arise due to rounding?					
	Yes	NoIf the calculated fields do not show the correct data, please double check the feeder data for data entry errors and revise.				
		Also, check signs accorded to the post operating income line items; the two expense line items should report positive numbers (<i>i.e.</i> , expenses are positive and incomes or reversals are negativeinstances of the latter should be rare in those lines) while the income line item also in most instances should have its value be a positive number (<i>i.e.</i> , income is positive, expenses or reversals are negative).				
		If after reviewing and potentially revising the feeder data your firm has provided, the differences between your records and the calculated fields persist please identify and discuss the differences in the space below.				

III-10. Nonrecurring items (charges and gains) included in the subject product financial results.--For each annual and interim period for which financial results are reported in question III-9a, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-9a line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (in \$1,000), as reflected in table III-9a; i.e., if an aggregate nonrecurring item has been allocated to table III-9a, only the allocated value amount included in table III-9a should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported financial results of the subject product in table III-9a.

	F	Fiscal years ended			January-June	
	2012	2013	2014	2014	2015	
Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific line item in table III-9a where the nonrecurring item is	Nonrecurring item: In these columns please report the amount of the relevant nonrecurring item reported in table III-9a.					
classified.			Value (<i>\$1,000</i>)			
1. , classified as						
2. , classified as						
3. , classified as						
4. , classified as						
5. , classified as						
6. , classified as						
7. , classified as						

Classification of identified nonrecurring items (charges and gains) in the accounting books and
records of the companyIf non-recurring items were reported in table III-10 above, please
identify where your company recorded these items in your accounting books and records in the
normal course of business; i.e., III-10 information designates where these items are reported in
table III-9a.

III-12. <u>Asset values.</u>—Report the <u>total</u> assets (*i.e.*, both current and long-term assets) associated with the production, warehousing, and sale of HWR. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for HWR in the normal course of business, please estimate this information based upon a method (such as production, sales, or costs) that is consistent with your firm's cost allocations in the previous question. Provide data as of the end of your firm's three most recently completed fiscal years.

Note: Total assets should reflect <u>net assets</u> after any accumulated depreciation and allowances deducted.

Total assets should be <u>allocated to the subject products</u> if these assets are also related to other products. Please provide a <u>brief explanation if there are any substantial changes</u> in total asset value during the period; *e.g.*, due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)					
	Fiscal years ended				
Item	2012	2013	2014		
Total assets (net) 1					
Describe					

III-13. Capital expenditures and research and development expenses.—Report your firm's capital expenditures and research and development expenses on HWR. Provide data for your firm's three most recently completed fiscal years, and for the specified interim periods.

Value (in \$1,000)					
	Fiscal years ended			January	y-June
ltem	2012	2013	2014	2014	2015
Capital expenditures					
Research and development expenses					

¹ Please indicate the nature, focus, and significance of your firm's capital expenditures on the subject product.

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						ther your firm's financial data for or on your firm's fiscal year:
	Calend	ar year	Fiscal year	Specify fis	cal year	
Please note the quantities and values reported in question III-9a should reconcile with t reported in question II-7 (including export shipments) as long as they are reported on the calendar year basis.						
					ith data in que	stion II-7?
	Yes	No	If no, please	explain.		
	-15a. Effects of imports on investmentSince January 1, 2012, has your firm experienced any actual negative effects on its return on investment or the scale of capital investments as a result of imports of HWR from Korea, Mexico, and/or Turkey? No YesMy firm has experienced actual negative effects as follows:					
	(check as many as appropriate)			ropriate)		(please describe)
	Cancellation, or rejection or projects			-		
	Denial or rejection of investment proposal					
		_	uction in the si cal investment			
	Return on specific investments negatively impacted					
	Other					
III-15b.	Does you	ır firm's r	esponse differ	by country?	?	
	No	Yes	If yes, indic	cate which o	country and w	hy:

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development and production efforts (in	lopmentSince January 1, 2012, has your firm son its growth, ability to raise capital, or existing acluding efforts to develop a derivative or more advanced ports of HWR from Korea, Mexico, and/or Turkey?
No YesMy firm has ex	perienced actual negative effects as follows:
(check as many as appropriate	e) (please describe)
Rejection of bank loans	
Lowering of credit rating	
Problem related to the issured of stocks or bonds	ue
Ability to service debt	
Other	
III-16b. Does your firm's response differ by cour	ntry?

If yes, indicate which country and why:

No

Yes

No	Yes	If yes, my firm anticipates negative effects as follows:
Does you	firm's re	sponse differ by country?
No	Yes	If yes, indicate which country and why:
	lanation	s:If your firm would like to further explain a response to a question in Part III

PART IV.--PRICING AND MARKET FACTORS

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

IV-1. <u>Contact information</u>.--Please identify the individual that Commission staff may contact regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-2. This question requests quarterly quantity and value data for your firm's commercial shipments to unrelated U.S. customers since January 1, 2012 of the following products produced by your firm.

Product 1.-- 2 inch square ASTM A-500 Grade B with a wall thickness of 0.250 inch

Product 2.-- 3 inch square ASTM A-500 Grade B with a wall thickness of 0.250 inch

Product 3.-- 4 inch square ASTM A-500 Grade B with a wall thickness of 0.250 inch

Product 4.-- 6 inch square ASTM A-500 Grade B with a wall thickness of 0.250 inch

Please note that values should be <u>delivered to the purchaser</u> and should include U.S.-inland transportation costs. Values should reflect the *final net* amount paid to your firm (i.e., should be net of all deductions for discounts or rebates).

During January 2012-June 2015, did your firm produce and sell to unrelated U.S. customers any of the above listed products (or any products that were competitive with these products)?

YesPlease complete the following pricing data table as appropriate.
NoSkip to question IV-3.

IV-2. **Price data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

Report data in actual feet and actual dollars (NOT 1,000s).

(Quantity in feet , value in dollars)								
	Prod	uct 1	Prod	uct 2	Prod	uct 3	Produ	uct 4
Period of shipment	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
2012:								
January-March								
April-June								
July-September								
October-December								
2013:								
January-March								
April-June								
July-September								
October-December								
2014:								
January-March								
April-June								
July-September								
October-December								
2015:								
January-March								
April-June								
¹ Net values (<i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered to the purchaser. ² Pricing product definitions are provided on the first page of Part IV.								
Note. —If your firm's product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your firm's product. Also, please explain any anomalies in your firm's reported pricing data.								
Product 1:								
Product 2:								
Product 3:								
Product 4:								

Note: As requested in Part I of this questionnaire, please keep all supporting documents/records used in the preparation of the price data, as Commission staff may contact your firm regarding questions on the price data. The Commission may also request that your company submit copies of the supporting documents/records (such as sales journal, invoices, etc.) used to compile these data.

that were used to compile your price data.

Pricing data methodology.—Please describe the method and the kinds of documents/records

IV-3.	<u>Price setting.</u> How does your firm determine the prices that it charges for sales of HWR
	(check all that apply)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe

IV-4. <u>Discount policy</u>.--Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
		' '		

IV-5. Pricing terms.--

(a) What are your firm's typical sales terms for its U.S.-produced HWR?

Net 30 days	Net 60 days	2/10 net 30 days	Other	Other (specify)

(b) On what basis are your firm's prices of domestic HWR usually quoted (check one)?

Delivered	F.o.b.	If f.o.b., specify point

IV-6. <u>Contract versus spot.--</u>Approximately what share of your firm's sales of its U.S.-produced HWR in 2014 was on a (1) long-term contract basis, (2) annual contract basis, (3) short-term contract basis, and (4) spot sales basis?

		Type of sale						
	Long-term contracts (multiple deliveries for more than 12 months)	Annual contracts (multiple deliveries for 12 months)	Short-term contracts (multiple deliveries for less than 12 months)	Spot sales (for a single delivery)	Total (should sum to 100.0%	d o		
Share of 2014 sales	%	%	%	%	0.0	%		

IV-7. <u>Contract provisions.</u>--Please fill out the table regarding your firm's typical sales contracts for U.S.-produced HWR (or check "not applicable" if your firm does not sell on a long-term, short-term and/or annual contract basis).

Typical sales contract provisions	ltem	Short-term contracts (multiple deliveries for less than 12 months)	Annual contracts (multiple deliveries for 12 months)	Long-term contracts (multiple deliveries for more than 12 months)
Average contract duration	# of days		365	
Price renegotiation	Yes			
(during contract period)	No			
	Quantity			
Fixed quantity and/or price	Price			
ana, er pries	Both			
Meet or release	Yes			
provision	No			
Not applicable				

IV-8. <u>Lead times.</u>--What is your firm's share of sales from inventory and produced to order and what is the typical lead time between a customer's order and the date of delivery for your firm's sales of its U.S.-produced HWR?

Source	Share of 2014 sales	Lead time (average number of days)
From inventory	%	
Produced to order	%	
Total (should sum to 100.0%)	0.0 %	

IV-9. Shipping information

(a)	What is the approximate percentage of the total delivered cost of U.Sproduced HWR that is accounted for by U.S. inland transportation costs? For example, if you sell HWR for \$100 f.o.b., and inland transportation costs \$50, the percent would be $50/(100+50) = 33\%$ percent
(b)	Who generally arranges the transportation to your firm's customers' locations? Your firm Purchaser (check one)

(c) Indicate the approximate percentage of your firm's sales of HWR that are delivered the following distances from its production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total (should sum to 100.0%)	0.0 %

IV-10. **Geographical shipments.**--In which U.S. geographic market area(s) has your firm sold its U.S.-produced HWR since January 1, 2012 (check all that apply)?

Geographic area	√ if applicable
NortheastCT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
MidwestIL, 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, and VI.	

IV-11. <u>End uses</u>.--List the end uses of the HWR that your firm manufactures. For each end-use product, what percentage of the <u>total cost</u> is accounted for by HWR and other inputs?

		Share of total cost of end use product accounted for by		
			(should sum to	
End use product	HWR	HWR Other inputs		
	%	%	0.0 %	
	%	%	0.0 %	
	%	%	0.0 %	

	E	nd use in v	which this	Ha		anges in the prices of this substitute affected the price for HWR?	
Substitute		substitute is used			Yes	Explanation	
						States and outside of the United L2. Explain any trends and describe	
	wn) for HW	/R has chai	nged since J	lanuary changes	1, 201 s in de	12. Explain any trends and describe	
States (if kno	wn) for HW	/R has chai	nged since J	lanuary	1, 201 s in de uate no	12. Explain any trends and describe	
States (if kno the principal	own) for HW factors that	/R has chart have affe	nged since Jected these of Overall	lanuary changes Fluctu with	1, 201 s in de uate no	L2. Explain any trends and describe mand.	

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		_	ave there been any significant changes in the product range, product mix, 8 since January 1, 2012?						
	No	Yes	If yes, plea	ase describe a	and quantify if possible.				
IV-15.		e HWR ma	arket subje		s cycles (other than general economy-wide competition distinctive to HWR? If yes, describe.				
	Check all t	that apply	/ .	P	lease describe.				
	☐ No				Skip to question IV-16.				
	Yes-Business cycles (e.g. seasonal business)								
			ther disting						
			ere been an		the business cycles or conditions of competition for				
	No	Yes	If yes, o	describe.					
	January 1, declining to	2012 (exa o accept r	mples inclunew custom	ude placing cu ners or renew	declined, or been unable to supply HWR since ustomers on allocation or "controlled order entry," existing customers, delivering less than the sely shipment commitments, etc.)?				
	No	Yes	If yes, plea	ase describe.					
IV-17.	Raw mate	rialsHov	w have HW	R raw materia	als prices changed since January 1, 2012?				
	Overall increase	No change	Overall decrease	Fluctuate with no clear trend	Explain, noting how raw material price changes have affected your firm's selling prices for HWR.				

IV-18. <u>Interchangeability</u>.--Is HWR produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products from a specified country-pair are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products from a specified country-pair

Country-pair	Korea	Mexico	Turkey	Other countries
United States				
Korea				
Mexico				
Turkey				

For any country-pair producing HWR that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude interchangeable use:

IV-19. <u>Factors other than price</u>.--Are differences other than price (*e.g.*, quality, availability, transportation network, product range, technical support, *etc.*) between HWR produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = no familiarity with products from a specified country-pair

Country-pair	Korea	Mexico	Turkey	Other countries
United States				
Korea				
Mexico				
Turkey				

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

IV-20. <u>Customer identification</u>.--List the names and contact information for your firm's 10 largest U.S. customers for HWR since January 1, 2012. Indicate the share of the quantity of your firm's total shipments of HWR that each of these customers accounted for in 2014.

C	Customer's name	Contact person	Email	Telephone	City	State	Share of 2014 sales (%)
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

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IV-21. C	competition	from	imports
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(a)	<u>Lost revenue</u> Since January 1, 2012: To avoid losing sales to competitors selling HWR
	from Korea, Mexico, or Turkey, did your firm:

	Ко	rea	Me	xico	Tur	key
	No	Yes	No	Yes	No	Yes
Reduce prices?						
Roll back announced price increases?						

(b) <u>Lost sales.</u>—Since January 1, 2012: Did your firm lose sales of HWR to imports of this product from Korea, Mexico, or Turkey

Korea		Mexico		Turkey	
No	Yes	No	Yes	No	Yes

(c) The submission of lost sales/lost revenue allegations is to be completed only by NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) Please do not resubmit allegations provided previously.

If your firm indicated "yes" to any of the above, your firm can provide the Commission with additional information by downloading and completing the lost sales/lost revenues worksheet at http://usitc.gov/trade_remedy/question.htm. Note that the Commission may contact the firms named to verify the allegations reported.

Is your firm submitting the lost sales/lost revenues worksheet?

No—Please explain.
Yes—Please complete the worksheet and submit via the Commission dropbox. https://dropbox.usitc.gov/oinv/ . (PIN: HWR15)

IV-22.	Other explanationsIf your firm would like to further explain a response to a question in Part
	IV that did not provide a narrative response box, please note the question number and the
	explanation in the space provided below. Please also use this space to highlight any issues your
	firm had in providing the data in this section, including but not limited to technical issues with
	the MS Word questionnaire.

HOW TO FILE YOUR QUESTIONNAIRE RESPONSE

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at:

http://www.usitc.gov/investigations/701731/2015/heavy_walled_rectangular_welded_carbon_steel_pipes/preliminary.htm

Please do not attempt to modify the format or permissions of the questionnaire document. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• <u>Upload via Secure Drop Box.</u>--Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission's secure upload facility:

Web address: https://dropbox.usitc.gov/oinv/ Pin: HWR15

• E-mail.--E-mail the MS Word questionnaire to Carolyn.Carlson@usitc.gov; include a scanned copy of the signed certification page (page 1). Please note that submitting your questionnaire by e-mail may subject your firm's business proprietary information to transmission over an unsecure environment and to possible disclosure. If you choose this option, the Commission warns you that any risk involving possible disclosure of such information is assumed by the submitter and not by the Commission.

If your firm <u>does not</u> produce this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

<u>Parties to this proceeding</u>.--If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission's Secretary (202-205-1803). A certificate of service must accompany the completed questionnaire you submit (see 19 CFR § 207.7). Service of the questionnaire must be made in paper form.