

PRODUCERS' QUESTIONNAIRE
CERTAIN CIRCULAR WELDED CARBON QUALITY LINE PIPE
FROM CHINA, KOREA, AND MEXICO

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615-F
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than November 10, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain circular welded carbon quality line pipe ("line pipe") from China, Korea, and Mexico (invs. Nos. 731-TA-1073-1075 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced line pipe or standard pipe (as defined in the instruction booklet) at any time since January 1, 2001?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Email

PART I.--GENERAL QUESTIONS

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

_____ hours _____ dollars

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

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

I-3. Do you support or oppose the petition with respect to:

China Support Oppose Take no position

Korea Support Oppose Take no position

Mexico Support Oppose Take no position

Please explain: _____

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

PART I.--GENERAL QUESTIONS--Continued

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

No Yes--List the following information.

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing line pipe from China, Korea, and/or Mexico into the United States or which are engaged in exporting line pipe from China, Korea, and/or Mexico to the United States?

No Yes--List the following information.

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

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

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (fred.ruggles@usitc.gov or 202-205-3187). **Unless otherwise specified, supply all data requested on a calendar-year basis.**

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

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of welded tubular products since January 1, 2001?

No Yes--Supply details as to the time, nature, and significance of such changes.

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

No Yes--Provide the following information.

Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
Annual capacity for all products (short tons) ¹					
Production (short tons): Subject line pipe products					
Standard/structural pipe ²					
Large diameter line pipe ³					
OCTG					
Other ⁴					
All products					

¹ The production capability (see definitions in the instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capability, explain any changes in reported capacity, and indicate the basis on which the reported capacity data are allocated (e.g., production). Use additional pages as necessary.

² Welded standard/structural pipe 16 inches or less in outside diameter.

³ Welded line pipe greater than 16 inches in outside diameter.

⁴ Please describe: _____

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

II-4. Describe the extent of any equipment modifications and related downtime involved in shifting between production of line pipe (as defined in the instruction booklet) and production of other products made in your establishment.

II-5. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-6. Does your firm produce other products using the same production and related workers employed to produce line pipe?

No Yes--List the following information.

Basis for allocation of employment data (e.g., production): _____

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Standard/structural pipe	_____	Oil country tubular goods	_____
Large diameter line pipe	_____	Other	_____

II-7. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of line pipe or standard pipe?

No Yes--Name firm: _____

II-8. Does your firm produce line pipe or standard pipe in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-9. Since January 1, 2001, has your firm imported line pipe or standard pipe?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-10. Comparability of **line pipe** and **standard pipe**.--Please describe the differences and similarities between **line pipe** and **standard pipe** for the following factors:

(a) **physical properties**; (b) **manufacturing processes**--where and how they are made, and whether there are common facilities and employees; (c) **end uses**--include a discussion of the interchangeability of the products in specific, representative end uses and provide an estimate of how often the products actually are used in such applications; (d) **channels of distribution**--describe the specific customer requirements and channels of distribution/market situation in which the products are sold; and (e) **price**. **Please indicate if your response differs for line pipe that is single-certified/stenciled vs. multiple-certified/stenciled and explain how your response would differ for each factor.** Use additional pages as necessary.

(a) Physical properties: _____

(b) Manufacturing processes: _____

(c) End uses: _____

(d) Channels of distribution/customers: _____

(e) Price: _____

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

II-11. Please discuss the impact of the following developments with respect to your firm's (1) line pipe and (2) standard pipe operations since January 1, 2001 (use additional pages as necessary):

a) the imposition, modification, and termination of the U.S. safeguard tariffs on line pipe--

b) the imposition, modification, and termination of the U.S. safeguard tariffs on standard pipe and other forms of welded tubular products (except OCTG and line pipe)--

c) the imposition, modification, and termination of the U.S. safeguard tariffs on flat-rolled steel--

d) changes in the availability and prices of direct inputs (e.g., hot-rolled steel) and upstream materials (e.g., steel scrap)--

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

II-11. Please discuss the impact of the following developments with respect to your firm's (1) line pipe and (2) standard pipe operations since January 1, 2001 – *Continued*

e) the closure or relocation of line pipe capacity in the United States generally as well as on a regional basis (please identify firms and time frames involved)--

f) demand trends among key end users--

g) changes in transportation options and costs (including the availability and expense of rail, truck, and international waterborne transport)--

II-12. If you transfer line pipe or standard pipe to related firms, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-13A. **LINE PIPE.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of line pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value²</i> of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value¹</i> of transfers to related firms					
EXPORT SHIPMENTS:³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

¹ The production capability (see definitions in the instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary):

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-13B. **STANDARD PIPE**.-- Report your firm's production capacity, production, shipments, inventories, and employment related to the production of standard pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ¹ of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
<p>¹ The production capability (see definitions in the instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please describe the methodology used to calculate production capability, and explain any changes in reported capacity (use additional pages as necessary):</p> <hr/>					
<p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below:</p> <hr/>					
<p>³ Identify your principal export markets: _____</p>					
<p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

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

II-14A. **PROFILE OF LINE PIPE SHIPMENTS:** Please report the share (in percent) of your firm's total 2003 U.S. shipments (based on quantity) that was sold as indicated below.

A. By certification:

- _____ percent Stenciled to meet *only* API specifications
- _____ percent Stenciled to API & ASTM specifications
- _____ percent Not stenciled to any specification (describe _____)
- _____ percent Other (describe _____)*
- 100 percent * "Other" might include welded pipe of a kind produced in accordance with API specifications and used for oil and gas pipelines, but stenciled solely to a non-API certification (e.g., ASTM).

B. By specification / grade:

- _____ percent A and A-25 (_____ % used in standard applications)
- _____ percent B and X-42 (_____ % used in standard applications)
- _____ percent X-46-52 (_____ % used in standard applications)
- _____ percent X-60-70 (_____ % used in standard applications)
- _____ percent X-80 and above (_____ % used in standard applications)
- _____ percent Other (describe _____)(_____ % used in standard applications)
- 100 percent

C. By size:

- _____ percent Less than or equal to 4.5 inches in outside diameter
- _____ percent Greater than 4.5 inches but less than or equal to 10.75 inches in outside diameter
- _____ percent Greater than 10.75 inches but less than or equal to 16 inches in outside diameter
- 100 percent

D. By end finish:

- _____ percent Plain end / square cut
- _____ percent Beveled
- _____ percent Threaded or threaded & coupled
- _____ percent Other (describe _____)
- 100 percent

E. By surface finish:

- _____ percent Bare
- _____ percent Lacquered
- _____ percent Other (describe _____)
- 100 percent

F. By length:

- _____ percent Single random lengths (approximately 20 feet)
- _____ percent Double random lengths (approximately 40 feet)
- _____ percent Triple random lengths (approximately 60 feet)
- _____ percent Other (describe _____)
- 100 percent

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

II-14B. **PROFILE OF STANDARD PIPE SHIPMENTS:** Please report the share (in percent) of your firm's total 2003 U.S. shipments (based on quantity) that was sold as indicated below.

A. By certification:

_____ percent	Stenciled to meet <i>only</i> ASTM specifications
_____ percent	Stenciled to proprietary specifications (e.g., certain fence tubing)
_____ percent	Not stenciled to any specification (describe _____)
_____ percent	Other (describe _____)
100 percent	

B. By grade:

_____ percent	ASTM A-53A type F
_____ percent	ASTM A-53A type E
_____ percent	ASTM A-53B type E
_____ percent	ASTM A-135/795
_____ percent	ASTM A-500/A-252
_____ percent	Other (describe _____)
100 percent	

C. By size:

_____ percent	Less than or equal to 4.5 inches in outside diameter
_____ percent	Greater than 4.5 inches but less than or equal to 10.75 inches in outside diameter
_____ percent	Greater than 10.75 inches but less than or equal to 16 inches in outside diameter
100 percent	

D. By end finish:

_____ percent	Plain end / square cut
_____ percent	Beveled
_____ percent	Threaded or threaded & coupled
_____ percent	Other (describe _____)
100 percent	

E. By surface finish:

_____ percent	Bare
_____ percent	Lacquered
_____ percent	Galvanized (_____ % certified to meet the API 5L specification)
_____ percent	Other (describe _____)
100 percent	

F. By length:

_____ percent	Single random lengths (approximately 20 feet)
_____ percent	Double random lengths (approximately 40 feet)
_____ percent	Triple random lengths (approximately 60 feet)
_____ percent	Other (describe _____)
100 percent	

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

II-15. Other than direct imports, has your firm otherwise purchased line pipe or standard pipe since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.^{1 2}

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
LINE PIPE PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA: <i>Quantity</i>					
<i>Value</i>					
KOREA: <i>Quantity</i>					
<i>Value</i>					
MEXICO: <i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
DOMESTIC PRODUCERS:					
<i>Quantity</i>					
<i>Value</i>					
STANDARD PIPE PURCHASES FROM--					
U.S. IMPORTERS (ALL SOURCES):					
<i>Quantity</i>					
<i>Value</i>					
U.S. PRODUCERS:					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/>					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175; e-mail: John.Ascienzo@usitc.gov). **If your firm was involved in tolling (as toller or tollee) of line pipe since January 1, 2001, please contact John Ascienzo immediately.**

III-1. Who should be contacted regarding the requested financial information? List the names, titles, and phone numbers, including extensions, of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____
Name and title

Phone No./Extension E-mail address

Your company's World Wide Website: _____

III-2. Briefly describe your financial accounting system

A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the periods for which data are being reported, explain below:

- B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include the subject merchandise _____
- 2. Does your firm prepare profit/loss statements for the subject merchandise: yes___ no ___
- 3. How often does your firm (or parent) prepare financial statements (including annual reports, 10Ks)?
Please check relevant items below:
Audited___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
Monthly ___ Quarterly ___ Semi-annually ___ Annually ___
Accounting basis: GAAP ___ cash ___ tax ___ Other comprehensive (specify) ___

Note: the Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

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

b) Identify your firm's inventory cost assumption: FIFO ___ LIFO ___ Other (describe) _____

III-4. Briefly describe your questionnaire submission methodology, including the allocation basis, if any, for COGS, SG&A, interest expense, and other income and expenses. Please indicate whether, how, and when that methodology might have changed during January 2001-September 2004.

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

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Standard/structural pipe	_____	Oil country tubular goods	_____
Large diameter line pipe	_____	Other	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6A. **Operations on line pipe.**--Report the revenue and related cost information requested below on the line pipe operations of your U.S. establishment(s) producing line pipe.¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	20__	20__	20__	2003	2004
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Energy costs					
All other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

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

² 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.

PART III.--FINANCIAL INFORMATION--Continued

III-6B. **Operations on standard pipe.**--Report the revenue and related cost information requested below on the standard pipe operations of your U.S. establishment(s) producing standard pipe.¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in short tons, value in \$1,000)					
Item	Fiscal years ended--			January-September	
	20__	20__	20__	2003	2004
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Energy costs					
All other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

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

² 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.

PART III.--FINANCIAL INFORMATION--Continued

III-7. **RAW MATERIALS used in your operations on line pipe and standard pipe.**—This section seeks to isolate changes in steel costs on your firm's income reported in question III-6. Report below your firm's purchases for the specified calendar quarters. **Report separately for hot-rolled sheet in coils used to produce (1) line pipe and (2) standard pipe. Photocopy this page as necessary.**

Line pipe

Standard pipe

Period ¹	Quantity purchased (short tons)	Purchase cost (\$1,000)	Number of suppliers
2001: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2002: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2003: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			
Oct.-Dec.			
2004: Jan.-Mar.			
Apr.-Jun.			
Jul.-Sept.			

¹ Please indicate the time lag between purchases shown above and raw material costs that are matched to line pipe/standard pipe revenues reported in sections III-6 (e.g., raw materials are purchased, received, and processed to become line pipe/standard pipe inventory, and the inventory costs are matched against line pipe/standard pipe sales revenues reported in sections III-6; is this time lag 1 week, 1 month, or other period, on average?) _____

PART III.--FINANCIAL INFORMATION--Continued

III-8. **Capital expenditures and research and development expenditures.**--Report your firm's capital expenditures and research and development expenditures on line pipe and standard pipe. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	20__	20__	20__	2003	2004
LINE PIPE:					
Capital expenditures					
Research and development expenditures					
STANDARD PIPE:					
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of line pipe and standard pipe. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your inventory value should reconcile with the inventory quantity data reported in Part II. Provide data for your three most recently completed fiscal years in chronological order from left to right. **Report separately for line pipe and standard pipe, photocopying this page as necessary.**

Line pipe

Standard pipe

<i>(Value in \$1,000)</i>			
Value of	Fiscal years ended--		
	20__	20__	20__
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. Short-term investments			
E. Prepaid expenses			
F. Property held for resale			
G. Other (describe_____)			
H. Total current assets (lines 1.A. through 1.G.)			
2. Notes receivable			
3. Long-term investments			
4. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
5. Goodwill			
6. Other (describe_____)			
7. Other (describe_____)			
8. Total assets (lines 1.H., 2, 3, 4.C., 5, 6, and 7)			

PART III.--FINANCIAL INFORMATION--Continued

III-10. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of line pipe from China, Mexico, and/or Korea?

Effect	No	Yes	Time period(s)
Cancellation/postponement/rejection of expansion projects			
Denial or rejection of investment proposal			
Reduction in the size of capital investments			
Rejection of bank loans			
Lowering of credit rating			
Problem related to the issue of stocks or bonds			
Other (specify)_____			
Other (specify)_____			

III-11. Does your firm anticipate any negative impact of imports of line pipe from China, Mexico, and/or Korea?

No Yes--My firm anticipates negative effects as follows:

III-12. If your firm has answered "Yes" to any of the items above, please provide on a separate sheet specific information regarding the actual negative effects, including (1) the exact nature and timing of the action that your firm would have taken but for the imports of line pipe from China, Mexico, and/or Korea, and (2) an explanation of why imports of line pipe from China, Mexico, and/or Korea caused the action not to be taken. Please specify whether you are reporting on your line pipe operations, your standard pipe operations, or both.

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Selam Legesse (202-205-3493).

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the line pipe products listed below during January 2001-September 2004.

Product 1.--API 5L B welded pipe, 4 inch nominal size (4.5 inch outside diameter), plain end with wall thickness of 0.237 inch.

Product 2.--API 5L B welded pipe, 8 inch nominal size (8 5/8 inch outside diameter), plain end with wall thickness of 0.250 inch

Product 3.--API 5L B welded pipe, 12 inch nominal size (12.75 inch outside diameter), plain end with wall thickness of 0.375 inch.

Product 4.--API 5L B welded pipe, 6 inch nominal size (6 5/8 inch outside diameter), plain end with wall thickness of 0.280 inch.

Product 5.--API 5L X42 welded pipe, 4.5 inch outside diameter, black plain end with wall thickness of 0.188 inch.

Product 6.--ASTM A53B welded pipe, 4 inch nominal size (4.5 inch outside diameter), black plain end with wall thickness of 0.237 inch.

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

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

Section IV-A.--PRICE DATA--Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5 Product 6

<i>(Quantity in short tons, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² 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.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of line pipe and/or standard pipe (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

Line pipe: _____

Standard pipe: _____

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.) for line pipe and/or standard pipe.

Line pipe: _____

Standard pipe: _____

IV-B-3. What are your firm's typical sales terms (e.g., 2/10 net 30 days) for its U.S.-produced line pipe? _____ standard pipe? _____
 On what basis do you quote your prices (e.g., f.o.b. warehouse, or delivered) of domestic line pipe? _____ standard pipe? _____

IV-B-4. Approximately what share of your firm's U.S.-produced line pipe and standard pipe sales in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of line pipe sales (percent)	Share of standard pipe sales (percent)
Long-term contracts		
Short-term contracts		
Spot sales		
Total	100%	100%

IV-B-5. If you sell line pipe and/or standard pipe 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? Line pipe: _____ Standard pipe: _____

(b) Can prices be renegotiated during the contract period? Line pipe: _____ Standard pipe: _____

(c) Does the contract fix quantity, price, or both? Line pipe: _____ Standard pipe: _____

(d) Does the contract have a meet or release provision? Line pipe: _____ Standard pipe: _____

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. If you sell line pipe and/or standard pipe 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? Line pipe: _____ Standard pipe: _____
- (b) Can prices be renegotiated during the contract period? Line pipe: _____ Standard pipe: _____
- (c) Does the contract fix quantity, price, or both? Line pipe: _____ Standard pipe: _____
- (d) Does the contract have a meet or release provision? Line pipe: _____ Standard pipe: _____

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced line pipe and standard pipe?

Source	Line pipe		Standard pipe	
	Share of 2003 sales	Lead time	Share of 2003 sales	Lead time
From inventory				
Produced to order				
Total	100%		100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of line pipe and/or standard pipe that is accounted for by U.S. inland transportation costs?

Line pipe: _____ percent Standard pipe: _____ percent

(b) Who generally arranges the transportation of line pipe and/or standard pipe to your customers' locations?

Line pipe: Your firm _____ or purchaser _____ (check one).

Standard pipe: Your firm _____ or purchaser _____ (check one).

(c) Indicate below the approximate percentage of your 2003 sales of line pipe and/or standard pipe that occurred within the specified distance of your storage or production facility.

Distance	Share of line pipe sales (percent)	Share of standard pipe sales (percent)
0-100 miles		
101-1,000 miles		
>1,000 miles		
Total	100%	100%

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

Section IV-B.--PRICE-RELATED QUESTIONS

V-B-9. What is the geographic market area in the United States served by your firm's line pipe (see instruction booklet for definitions of geographic market areas)?

- Northeast Midwest Central Southwest Southeast
 Mountains Pacific Coast Contiguous U.S. Other (list below)
-

What is the geographic market area in the United States served by your firm's standard pipe (see instruction booklet for definitions of geographic market areas)?

- Northeast Midwest Central Southwest Southeast
 Mountains Pacific Coast Contiguous U.S. Other (list below)
-

IV-B-10. Describe the principal end uses of the single-certified line pipe, multiple-certified line pipe, and/or standard pipe that you manufacture. For each end-use product, what percentage of the total cost is accounted for by each type of pipe?

Type of pipe	End use	Share of total cost of end use product accounted for by pipe (percent)
Single-certified line pipe		
Multiple-certified line pipe		
Standard pipe		

IV-B-11. (a) Please list in order of importance (#1 being the most important) any products that may be substituted for single-certified line pipe, multiple-certified line pipe, and standard pipe.

Single-certified line pipe	Multiple-certified line pipe	Standard pipe
1.	1.	1.
2.	2.	2.
3.	3.	3.

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

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-11. (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

IV-B-11. (c) Have changes in the prices of these products affected the price for line pipe? _____ for standard pipe? _____. If yes, to what degree do changes in their prices affect the price for line pipe and/or standard pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of line pipe and/or standard pipe or by final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for line pipe and/or standard pipe changed since January 1, 2001?

Line pipe: Increased Unchanged Decreased
Standard pipe: Increased Unchanged Decreased

What principal factors affect changes in demand?

Line pipe: _____

Standard pipe: _____

IV-B-13. Since January 1, 2001, have there been any significant changes in the product range or marketing of line pipe? _____ standard pipe? _____. If yes, please describe.

Line pipe: _____

Standard pipe: _____

IV-B-14. Describe your expectations for continuation of current trends in supply, demand, and prices in the U.S. line pipe market for the fourth quarter of 2004 and calendar year 2005. Please submit copies of any forecasts you have and provide an explanation of the reasons for the current and expected future developments. Please specify whether these forecasts are based on the expectation of antidumping duty orders.

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for **line pipe** during 2001-2003. 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 **line pipe** that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for **standard pipe** during 2001-2003. 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 **standard pipe** that each of these customers accounted for in 2003.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

Please do not re-submit allegations provided in the preliminary phase of these investigations.

Since January 1, 2001: Did your firm lose sales of **line pipe** or **standard pipe** to imports of these products from **China, Mexico, or Korea**?

Line pipe Yes No

Standard pipe Yes No

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

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

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