

**PURCHASERS' 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
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)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased line pipe or standard pipe (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

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

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 20 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. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing line pipe from China, Korea, and/or Mexico 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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. 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.--PURCHASES

For purposes of this questionnaire, standard pipe includes galvanized pipe certified to meet the API 5L specification.

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

<i>(Quantity in short tons, value in \$1,000)</i>				
Item	2001	2002	2003	Jan.-Sept. 2004
PURCHASES OF LINE PIPE:				
PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN CHINA:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN KOREA:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN MEXICO:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN ALL OTHER COUNTRIES:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

continued on next page.

PART II.--PURCHASES--Continued

II-1. Report, as indicated below, your firm's purchases of line pipe and standard pipe – *Continued*.

(Quantity in short tons, value in \$1,000)				
Item	2001	2002	2003	Jan.-Sept. 2004
PURCHASES OF STANDARD PIPE:²				
PRODUCED IN THE UNITED STATES:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN CHINA:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN KOREA:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN MEXICO:				
<i>Quantity</i>				
<i>Value</i>				
PRODUCED IN ALL OTHER SOURCES COMBINED:³				
<i>Quantity</i>				
<i>Value</i>				
² Provide the quantity of galvanized pipe certified to meet the API 5L specification included in your reported purchases of standard pipe. Report separately for each country and time period as specified in the table. _____ _____ _____				
³ Please identify these countries: _____ _____ _____				

II-2. If the relative shares of your firm's total purchases of **line pipe** from different sources (both domestic and foreign) have changed since January 1, 2001, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/ decrease	Reason

PART II.--PURCHASES--Continued

II-3. If the relative shares of your firm's total purchases of **standard pipe** from different sources (both domestic and foreign) have changed since January 1, 2001, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/ decrease	Reason

II-4. If the relative shares of your firm's total purchases of **single-certified line pipe, multiple-certified line pipe, and standard pipe** have changed since January 1, 2001, please state whether the relative share has increased or decreased, and state the reason for the change.

Type of pipe	Increase/ decrease	Reason

II-5. If your firm has purchased line pipe and/or standard pipe from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-6. 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) **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); (c) **channels of distribution** (describe your firm's specific end-use requirements for line pipe and standard pipe and the channel(s) of distribution through which your firm purchases line pipe and standard pipe); and (d) **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) End uses:

(c) Channels of distribution:

(d) Price:

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-1. Which of the following best describes your firm as a purchaser of line pipe and/or standard pipe (check all that apply, noting the specific end uses if known)?

END USER (_____)

DISTRIBUTOR (_____)

Other (_____)

III-2. (a) If your firm is a distributor or reseller of line pipe and/or standard pipe, what are the major types of consumers to which you sell line pipe and/or standard pipe?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase line pipe and/or standard pipe?

III-3. If your firm is an end user of line pipe and/or standard pipe, list in order of quantity of line pipe and/or standard pipe consumed, the top 3 products for which your firm purchases line pipe and/or standard pipe as a component part or input. Please indicate what percentage of the total cost is accounted for by line pipe and/or standard pipe.

Product you produce	Percent of cost accounted for by--	
	Line pipe	Standard pipe

III-4. (a) If your firm is an end user of line pipe and/or standard pipe, has the demand for your firm's final products incorporating line pipe and/or standard pipe changed since January 1, 2001?

Increased Unchanged Decreased

(b) Has this had any effect on your firm's demand for line pipe and/or standard pipe?

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

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-5. Describe the principal end uses of the single-certified line pipe and/or multiple-certified line pipe that you purchase. For each end-use product, please provide the percentage of the total cost accounted for by line pipe.

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

III-6. 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? What principal factors affect changes in demand?

Increased Unchanged Decreased

III-7. Have there been any significant changes in the product range or marketing of line pipe and/or standard pipe since January 1, 2001?

No Yes--Please describe.

III-8. 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.

III-9. (a) Please list in order of importance 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 III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-9. (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for line pipe and/or standard pipe?

No Yes--Please explain.

III-10. Are you aware whether the line pipe and/or standard pipe you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-11. Do you know the manufacturer of the line pipe and/or standard pipe that you purchase?

Always Usually Sometimes Never

III-12. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

Always Usually Sometimes Never

III-13. Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2001?

No Yes--Please explain.

III-14. How many suppliers do you generally contact before making a purchase?

III-15. Have you changed suppliers since January 1, 2001?

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

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

Note: Please indicate if your response differs for line pipe vs. standard pipe.

II-16. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2001?

No Yes--Please identify the firms. _____

III-17. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the line pipe and/or standard pipe they sell to your firm?

No Yes-- ____ percent of purchases in 2003 Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

III-18. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-19. In terms of quality of the line pipe and/or standard pipe that you purchase, are there any qualities beyond meeting API or ASTM specifications that are significant in your purchase decision?

No Yes--If yes please identify and explain the importance of the additional quality characteristics.

II-20. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their line pipe and/or standard pipe with your firm or have any producers lost their approved status?

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

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

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-21. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for line pipe and/or standard pipe.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-22. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase line pipe and/or standard pipe for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

- 1. _____
- 2. _____
- 3. _____

Other factors or comments: _____

III-23. What characteristics does your firm consider when determining the quality of line pipe and/or standard pipe?

III-24. How often does your firm purchase the line pipe and/or standard pipe that is offered at the lowest price?

- Always Usually Sometimes Never

III-25. Please list the names of any firms you considered price leaders in the line pipe and/or standard pipe market during January 2001-September 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-26. Please describe how the above firm(s) exhibited price leadership.

III-27. Does your firm purchase line pipe and/or standard pipe over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total purchases of line pipe and/or standard pipe in 2003 accounted for by internet purchases.

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

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-28. Please discuss the impact of the following developments with respect to your firm's line pipe and/or standard pipe purchases 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 upstream materials (e.g., steel scrap, hot-rolled steel), including surcharges--

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

Note: Please indicate if your response differs for line pipe vs. standard pipe.

III-28. Please discuss the impact of the following developments with respect to your firm's line pipe and/or standard pipe purchases 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)--

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED LINE PIPE

IV-1. Please indicate the countries of origin for line pipe and/or standard pipe for which your firm has actual marketing/pricing knowledge.

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

IV-1. Is line pipe produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

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

¹ For any country-pair producing line pipe which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
LINE PIPE--Continued**

Note: Please indicate if your response differs for line pipe vs. standard pipe.

IV-2. Do you or your customers ever specifically order line pipe and/or standard pipe from one country in particular over other possible sources of supply?

No

Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why line pipe and/or standard pipe from these countries is preferred over product from other countries (please note the specific product in your response).

IV-3. Are certain grades/types/sizes of line pipe and/or standard pipe available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No

Yes--Please identify the source and the grade/type/size.

IV-4. If you purchased line pipe and/or standard pipe from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
LINE PIPE--Continued**

Note: Please indicate if your response differs for line pipe vs. standard pipe.

IV-5. For the factors listed below, please rate how (1) line pipe and (2) standard pipe produced in each country you identified in your response to the first question in Part IV compares with (1) line pipe and (2) standard pipe produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to			_____
(specify country & type of pipe)				(specify country & type of pipe)
	SUPERIOR	COMPARABLE	INFERIOR	
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Minimum qty requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other (specify):				
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
LINE PIPE--Continued**

Note: Please indicate if your response differs for line pipe vs. standard pipe.

IV-6. (a) How often does domestically produced line pipe and/or standard pipe meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported subject line pipe and/or standard pipe meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject line pipe and/or standard pipe meet minimum quality specifications for your uses or your customers' uses?

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

Country _____ Always Usually Sometimes Rarely or never

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest suppliers of line pipe and standard pipe purchased 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 purchases of line pipe and standard pipe that each of these suppliers accounted for in 2003.

No.	Suppliers' name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
LINE PIPE					
1					
2					
3					
4					
5					
STANDARD PIPE					
1					
2					
3					
4					
5					