IMPORTERS' QUESTIONNAIRE

LIGHT-WALLED RECTANGULAR PIPE AND TUBE FROM MEXICO AND TURKEY

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615-B 500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than July 14, 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 light-walled rectangular ("LWR") pipe and tube from Mexico and Turkey (invs. Nos. 731-TA-1054 and 1055 (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)).

City						State	Zip c	ode		
World V	Wide W	eb addres	ss							
Has your January 1		orted LWR	R pipe and t	tube (as defined in the	ne instruction	booklet) <u>fr</u>	om any cou	<u>ntry</u> at an	y time sin	ice
\square_{NO}	(Sign	the certific	ation belov	w and promptly return	rn only this pa	age of the q	uestionnaire	to the C	ommissio	n)
YES		the instructhe entire	ction bookl questionna	et carefully, comple ire to the Commission	te all parts of	the questio	nnaire, sign	the certif	ication, a	nd
				CEDETE	CARTON					
				CERTIF	ICATION					
				response to this qu	estionnaire is				t of my kn	owledge
					estionnaire is				t of my kn	owledge
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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 30 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.

hours	dollars	
	r reporting guidelines). If your firm	d by this questionnaire (see page 3 of the is publicly traded, please specify the
Is your firm owned, i	n whole or in part, by any other firm	1?
\square_{No} \square_{No}	es-List the following information.	
Firm name	Address	Extent of ownership
Does your firm have importing LWR pipe	any related firms, either domestic or and tube from Mexico and/or Turke LWR pipe and tube from Mexico a	ey into the United States or which are
Does your firm have importing LWR pipe engaged in exporting	and tube from Mexico and/or Turke	ey into the United States or which are

PART I.-GENERAL QUESTIONS-Continued

Does your firm have production of LWI	•	domestic or foreign, which are engaged in the
No	Yes–List the following in	nformation.
Firm name	Address	<u>Affiliation</u>
Please indicate the one answer may be	•	orting operations on LWR pipe and tube. More than
Importer of rec	eord	Takes title to the imported product(s)
Consignee of the	he imported product(s)	Customs broker or freight forwarder
If your firm is an i	mmonton of mosond of I \\/I)	
•	•	pipe and tube but is not the consignee, please list ss, telephone, and individual to contact).
Please indicate wh	ow (company name, addres	R pipe and tube into, or withdraws such merchandis
Please indicate wh	ether your firm enters LWI zones or bonded warehou	R pipe and tube into, or withdraws such merchandis
Please indicate wh from, foreign trade	ether your firm enters LWI zones or bonded warehous	R pipe and tube into, or withdraws such merchandis ses.
Please indicate wh from, foreign trade Foreign trade zone Bonded warehouse	ether your firm enters LWI zones or bonded warehouses No	R pipe and tube into, or withdraws such merchandis ses.
Please indicate wh from, foreign trade Foreign trade zone Bonded warehouse Please indicate wh importation under	ether your firm enters LWI zones or bonded warehouses No	R pipe and tube into, or withdraws such merchandis ses. Yes
Please indicate wh from, foreign trade Foreign trade zone Bonded warehouse Please indicate wh importation under No To your knowledge	ether your firm enters LWI zones or bonded warehouses No Ses No Ses No Ses No Ses No Ses Yes	R pipe and tube into, or withdraws such merchandis ses. Yes

PART II.—TRADE AND RELATED INFORMATION

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

l .	Who should be	contacted regarding the req	quested trade and related information?
	Company contact	Name and title	
		Phone No.	E-mail address
2.	consolidations, other change in	closures, or prolonged shut	ings, relocations, expansions, acquisitions, tdowns because of strikes or equipment failure, or any ations or organization relating to the importation of?
	No	Yes–Supply details as	to the time, nature, and significance of such changes.
3.		nported or arranged for the ery after June 30, 2004?	e importation of LWR pipe and tube from Mexico or
	No	Yes–Indicate when sucinvolved, by source.	ch orders are to be delivered and the quantities
	Mexico:		
	Turkey:		
l.			tube in the United States, please indicate your reasons differ by source, please elaborate.

$PART~II.-\underline{TRADE~AND~RELATED~INFORMATION}-Continued$

5.	Please discuss the impact of the following developments with respect to your firm's LWR pip and tube operations since January 1, 2001 (use additional pages as necessary):						
	a) the imposition, modification, and termination of the U.S. safeguard tariffs on LWR pipe and tube						
	b) the imposition, modification, and termination of the U.S. safeguard tariffs on flat-rolled steel						
	c) the closure or relocation of LWR pipe and tube pipe capacity in the United States generally as well as on a regional basis (please identify firms and time frames involved)						
	d) demand trends among key end users						

<u>COMPARABILITY OF LWR PIPE AND TUBE</u> Please describe the differences and similarities between BLACK LWR pipe & tube and CORROSION-RESISTANT LWR pipe &
tube 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) channel
of distributiondescribe the specific customer requirements and channels of distribution/market
situation in which the products are sold; and (e) price . Use additional pages as necessary.
(a) Physical properties:
(b) Manufacturing processes:
(c) End uses:
(d) Channels of distribution/customers:
(a) Chamnels of distribution/customers:
(e) Price:

II-7A. IMPORTS OF BLACK LWR PIPE AN firm's shipments and inventories of black periods. (See definitions in the instructional other sources combined. Photocopy which you are reporting in the space process.)	<u>k</u> LWR pipe a on booklet.) F y as many pa	and tube impo Report <u>separ</u>a	orted by your ately for Me	firm during t xico and Tur	the specified rkey, and for
☐ Mexico ☐ Turkey ☐ A	All other sou	rces combine	ed ¹		
(Quantity in	short tons, v	<i>valu</i> e in \$1,00	00)		
Item		Calendar year	rs	Januar	ry-June
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²	 -	 -		 -	
Quantity of imports		<u> </u>	 		<u> </u>
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:	т		т	т	Т
Quantity of commercial shipments	 	 	 	 	
Value of commercial shipments					
Internal consumption/company transfers:	т	т	Т	т	Т
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴	<u> </u>	<u> </u>		<u> </u>	
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)		<u> </u>			
U.S. SHIPMENTS TO END USERS (quantity)					
¹ Please identify these sources:					
² Identify the foreign producers, if known:					
³ Sales to related firms (including internal cons you use a different basis for valuing these sales wi etc.) and provide value data using that basis for 20	ithin your com	npany, please	specify that b	oasis (e.g., co	st, cost plus,
⁴ Identify your principal export markets:					
⁵ Reconciliation of dataNote that the quantit beginning-of-period inventories, plus imports, less reported reconcile? Yes No–Please explain:	ies reported a total shipmen	above should its, equals end	reconcile as f d-of-period inv	follows: ventories. Do	the data

II-7B. IMPORTS OF CORROSION-RESISTA firm's imports and your firm's shipments at imported by your firm during the specified separately for Mexico and Turkey, and for you need and identify the country for when the specified in the country for when the specified is a separately for Mexico and Turkey, and for you need and identify the country for when the specified is a separately for Mexico and Turkey, and for your need and identify the country for when the specified is a separately for Mexico and Turkey.	nd inventorion periods. (Se for all other nich you are	es of corrosice definitions sources com reporting in	on-resistant in the instruction bined. Phot	LWR pipe an ction booklet. tocopy as ma	nd tube .) Report
	ner sources	combined'			
(<i>Quantity</i> in s	hort tons, v	<i>alu</i> e in \$1,00	0)		
Calendar years January					ry-June
1.0	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:4					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
¹ Please identify these sources:					
² Identify the foreign producers, if known:					
³ Sales to related firms (including internal consu- you use a different basis for valuing these sales with etc.) and provide value data using that basis for 200	hin vour com	pany, please	specify that b	value. In the e pasis (e.g., co	st, cost plus,
⁴ Identify your principal export markets:					
⁵ Reconciliation of dataNote that the quantitie beginning-of-period inventories, plus imports, less to reported reconcile? Yes No-Please explain:	es reported a otal shipmen	above should its, equals end	reconcile as f d-of-period in	follows: ventories. Do	the data

Quantity Value

II-8. Are there any types of Mexico and/or Turkey investigation did not prethod of manufactur that it is "frequently"	y that U.S. 1 produce)? V re, specifica	manufact When coa ation stan	turers do no nsidering " idards, finis	ot currently types" cons sh, size, or a	produce sider phy any other	(or during the vsical composi r key characte	e period of tion,
No Yes	s (a) Pleas	e identify	the produc	ct, their use	s, and cu	ıstomers:	
(b) Report the quantity an transfers) of such products additional pages as necess	s imported	your firm from Me	a's U.S. ship xico and/or	pments (cor Turkey by	nmercia product	l shipments an , as follows (u	nd company ise
	(Quar	ntity in sho	ort tons, <i>value</i>	e in \$1,000)			
Source/item	Sup	plier				Janua	ry-June
		ъ	2001	2002	2003	2003	2004
MEXICO: Product (identify):							
Quantity							<u> </u>
Value							
Product (identify):							
Quantity	_						
Value							1
TURKEY: Product (identify):							
Quantity	_						
Value							
Product (identify):							
Quantity	-						
Value							1
II-9. PRE-PRIMERED Lonsumption/related pre-primered LWR p	party transfe	ers and co be for the	ommercial sources an	shipments)	of your below.	firm's imports	nts (interna of
	(Quantit	vin shor	t tons val	<i>ue</i> in \$1,00	<u> </u>		
	(Quantity	y III 31101	Calenda		0)	January	/lune
Item		2001	ı		2003	2003	2004

II-10. U.S. SHIPMENTS BY GEOG (U.S. commercial shipments plu imported by your firm, by the greconcile with U.S. shipments d Turkey, and for all other sour	RAPIC REG as internal con eographic reg at reported in ces combined	ION.—Please sumption/cor ions listed be a sections II- l. Photocopy	e report your f impany transfe clow. Please n 6. Report se y pages as ne	irm's U.S. shers) of LWR protect that the departed of the control	ipments oipe and tube lata should Mexico and
			rces combine	≱d¹	
(Quan	tity in short to				
Item		Calendar year	I	January-June	
	2001	2002	2003	2003	2004
BLACK LWR PIPE & TUBE:	T	Ī			
East region: ¹ Quantity					
Value					
Gulf region: ¹ Quantity					
Value					
Midwest region: ¹ Quantity					
Value					
Western region: ¹ Quantity					
Value					
All other regions: Quantity					
Value					
CORROSION-RESISTANT LWR PIPE & T	UBE:	•	•		
East region: ¹ Quantity					
Value					
Midwest region: ¹ Quantity					
Value					
Gulf region: ¹ Quantity					
Value					
Western region: ¹ Quantity					
Value					
All other regions: Quantity					
Value					
¹ The Fast region includes the states of	f Florida Georg	ia Maryland I	North Carolina	South Carolina	a and

¹ The **East region** includes the states of Florida, Georgia, Maryland, North Carolina, South Carolina, and Virginia, ; the **Gulf region** includes the states of Alabama, Louisiana, Mississippi, Oklahoma, and Texas; ; the **Midwest region** includes the states of Arkansas, Illinois, Indiana, Iowa, Kansas, and Tennessee; and the **Western region** includes the states of Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Robert Hughes** (202-205-3296 or robert.hughes@usitc.gov).

Who should be con-	ntacted regarding the requested pricing and related information?				
Company contact:					
	Name and title				
	Phone No.	E-mail address			
	_	Company contact: Name and title			

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the LWR pipe and tube products listed below imported from Mexico and/or Turkey during January 2001-June 2004.

<u>Product 1.</u>—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, not pickled and oiled, 16 gauge or .065 inch +/- 10% wall, ½ square to one inch square, or in rectangular circumferences of two inches to four inches, lengths of 20 to 24 feet.

<u>Product 2.</u>—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, pickled and oiled, 16 gauge or .065 inch \pm 10% wall, \pm 2 square to one inch square, or in rectangular circumferences of two inches to four inches, lengths of 20 to 24 feet.

<u>Product 3.</u>—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, not pickled and oiled, 11 gauge or .120 inch +/- 10% wall, one inch square to four inches square, or in rectangular circumferences of four inches to sixteen inches, lengths of 20 to 24 feet.

<u>Product 4.</u>—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), hot-rolled, not pickled and oiled, 14 gauge or .083 inch +/- 10% wall, one inch square to four inches square, or in rectangular circumferences of four inches to sixteen inches, lengths of 20 to 24 feet.

<u>Product 5.</u>—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), 16 gauge or .065 inch +/- 10% wall, galvanized, one inch square, lengths of 20 to 24 feet.

<u>Product 6.</u>—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental) tubing, galvanized, 2.5 inch square, 0.083 nominal wall thickness (+ or - 10 percent) (14 gauge), lengths of 20 to 24 feet.

$Section~III-A.-\underline{PRICE~DATA}-Continued$

☐ Mexico ☐ T	urkey	
Product 1 Product 2 Product 3 Product	ct 4 Product 5	Product 6
(Quantity in short tons, val	lue in dollars)	
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		
¹ If your product does not exactly meet the product spec product, provide a description of your product:	ifications but is compet	titive with the specified
² Net values (i.e., gross sales values less all discounts, value of returned goods), f.o.b. your U.S. point of shipment.	allowances, rebates, p	repaid freight, and the

Section III-B.-PRICE-RELATED QUESTIONS

Note: For section III-B please indicate if your answer differs by subject country and for BLACK as compared to CORROSION-RESISTANT LWR pipe and tube.

III-B-1.	Please describe how your firm determines the prices that it charges for sales of LWR pipe and tube (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.			
III-B-2.	Please describe your firm's discount policy (quantity discounts, annual total volume discounts etc.).			
III-B-3.	What are your firm's typical sales terms for LWR pipe and tube imported from Mexico and/or Turkey (e.g., 2/10 net 30 days)? On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)?			
III-B-4.	Approximately what percentage of your firm's sales of LWR pipe and tube imported from Mexico and/or Turkey are on a contract (percent) vs. spot sales (percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.			
	(a) What is the average duration of a contract?			
	(b) How frequently are contracts renegotiated?			
	(c) Does the contract fix quantity, price, or both?			
	(d) Does the contract have a meet or release provision?			
	(e) What are the standard quantity requirements, if any?			
	(f) What is the price premium for sub-minimum shipments? percent			
III-B-5.	What is the average lead time between a customer's order and the date of delivery for your firm's sales of LWR pipe and tube?			
III-B-6.	What is the approximate cost for transporting LWR pipe and tube from your firm's plant to the following regions (see section II-10, footnote 1 for definitions of regions): East region: \$ short ton; Gulf region: \$ short ton; Midwest region: \$ short ton; and Western region: \$ short ton. Who generally arranges the transportation to your customers' locations? Your firm \(\subseteq \text{ or your purchasers } \subseteq \text{ (check one)}.			

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

Note: For section III-B please indicate if your answer differs by subject country and for BLACK as compared to CORROSION-RESISTANT LWR pipe and tube.

III-B-7.	What other products may be substitutes for LWR pipe and tube?			
III-B-8.	Describe the end uses of the LWR pipe and tube that you import from Mexico and/or Turkey. For each end use product, what percentage of the total cost is accounted for by LWR pipe and tube?			
III-B-9.	How has the demand within the United States (and outside the United States if known) for LWR pipe and tube changed since January 1, 2001? What were the principal factors affecting changes in demand?			
III-B-10.	Have there been any significant changes in the product range or marketing of LWR pipe and tube in the past five years? No Yes-Please describe.			
III-B-11.	Does your firm purchase or sell LWR pipe and tube over the internet? Yes-Please describe, noting the estimated percentage of your firm's total purchases/sales of LWR pipe and tube in 2003 accounted for by internet transactions.			

$PART~III.-\underline{PRICING~AND~RELATED~INFORMATION}-Continued$

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

III-B-12 . Is LWR pipe and tube produced in the United States and in other countries used interchangeably (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 <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair.						
	Black LWR pipe and tube ¹					
Country-pair	United States	Mexico	Turkey	Other countries		
United States						
Mexico						
Turkey						
Other countries						
¹ For any country-pair producing Black LWR pipe and tube which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:						
	Corrosion-R	esistant LWR pipe	and tube ²	1		
Country-pair	United States	Mexico	Turkey	Other countries		
United States						
Mexico						
Turkey						
Other countries						
² For any country-pair producing Corrosion-Resistant LWR pipe and tube which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:						

$Section~III-B.-\underline{PRICE}-\underline{RELATED~QUESTIONS}-Continued$

III-B-13 . Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between LWR pipe and tube produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are <i>always</i> significant, "F" to indicate that such differences are <i>frequently</i> significant, "S" to indicate that such differences are <i>sometimes</i> significant, "N" to indicate that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair.							
	Blaci	k LWR pipe and tub	oe¹				
Country-pair	United States	Mexico	Turkey	Other countries			
United States							
Mexico							
Turkey							
Other countries							
¹ For any country-pair producing Black LWR pipe and tube which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:							
	Corrosion-Resistant LWR pipe and tube ²						
Country-pair	United States	Mexico	Turkey	Other countries			
United States							
Mexico							
Turkey							
Other countries							
² For any country-pair producing Corrosion-Resistant LWR pipe and tube which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:							

Section III-C.-CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for LWR pipe and tube 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 LWR pipe and tube that each of these customers accounted for in 2003. Please include the largest customers for both black and corrosion-resistant LWR pipe and tube products, indicating whether the customer purchases both products.

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 (%)	Product type ¹
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

¹ "B" = Black LWR pipe and tube; and "C" = Corrosion-Resistant LWR pipe and tube.