

PURCHASERS' 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
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)). **Further information on this questionnaire can be obtained from Robert Hughes (202-205-32968 or robert.hughes@usitc.gov).**

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

Has your firm purchased LWR pipe and tube (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 this investigation 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 this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation 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-1. 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-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 from Mexico or Turkey into the United States or which are engaged in exporting LWR pipe and tube from Mexico and/or Turkey 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 LWR pipe and tube?

No Yes--List the following information.

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

PART II.--PURCHASES

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

<i>(Quantity in short tons, value in \$1,000)</i>			
Item	2002	2003	Jan.-Jun. 2004
PURCHASES OF BLACK LWR PIPE AND TUBE: PRODUCED IN THE UNITED STATES:			
<i>Quantity</i>			
<i>Value</i>			
PRODUCED IN MEXICO:			
<i>Quantity</i>			
<i>Value</i>			
PRODUCED IN TURKEY:			
<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. *Continued.*

(Quantity in short tons, value in \$1,000)			
Item	2002	2003	Jan.-Jun. 2004
PURCHASES OF CORROSION-RESISTANT LWR PIPE AND TUBE: PRODUCED IN THE UNITED STATES:			
<i>Quantity</i>			
<i>Value</i>			
PRODUCED IN MEXICO:			
<i>Quantity</i>			
<i>Value</i>			
PRODUCED IN TURKEY:			
<i>Quantity</i>			
<i>Value</i>			
PRODUCED IN ALL OTHER COUNTRIES:¹			
<i>Quantity</i>			
<i>Value</i>			
² Please identify these countries: _____			

II-2. If the relative shares of your firm's total purchases of LWR pipe and tube from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/ decrease	Reason	Product type ¹

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

PART II.--PURCHASES--Continued

II-3. Please report your firm's purchases of pre-primed LWR pipe and tube during 2003:

Quantity (short tons) _____ Value (\$1,000) _____

II-4. If your firm has purchased LWR pipe and tube from only one country, please explain the reasons for doing so.

II-5. **COMPARABILITY OF LWR PIPE AND TUBE.**--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) **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; and (c) **price**. Use additional pages as necessary.

(a) Physical properties:

(b) End uses:

(c) Price:

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

Note: Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

III-1. Which of the following best describes your firm as a purchaser of LWR pipe and tube (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 LWR pipe and tube, what are the major types of consumers to which you sell LWR pipe and tube?

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

III-3. List, in order of quantity of LWR pipe and tube consumed, the top 3 products for which your firm purchases LWR pipe and tube as a component part or input. Please indicate what percentage of the total cost is accounted for by LWR pipe and tube.

Product you produce

Percent of cost accounted for by LWR pipe and tube

1. _____

1. _____

2. _____

2. _____

3. _____

3. _____

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

Increased

Unchanged

Decreased

(b) Has this had any effect on your firm's demand for LWR pipe and tube?

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

Note: Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

III-5. (a) Please list in order of importance any products that may be substituted for LWR pipe and tube.

(1) _____ (2) _____ (3) _____

(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 LWR pipe and tube?

No Yes--Please explain.

III-6. Are you aware whether the LWR pipe and tube you are purchasing is U.S.-produced or imported?

Always Usually Sometimes Never

III-7. Do you know the manufacturer of the LWR pipe and tube that you purchase?

Always Usually Sometimes Never

III-8. 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-9. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

No Yes--Please explain.

III-10. How many suppliers do you generally contact before making a purchase?

III-11. 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 BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

II-12. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

No Yes--Please identify the firms. _____

III-13. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the LWR pipe and tube 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-14. In terms of quality of the LWR pipe and tube that you purchase, are there any qualities beyond meeting ASTM specifications that are significant in your purchase decision?

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

III-15. 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.

II-16. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their LWR pipe and tube 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 BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

III-17. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for LWR pipe and tube.

	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 BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

III-18. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase LWR pipe and tube 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-19. What characteristics does your firm consider when determining the quality of LWR pipe and tube?

III-20. How often does your firm purchase the LWR pipe and tube that is offered at the lowest price?

Always

Usually

Sometimes

Never

III-21. Please list the names of any firms you considered price leaders in the LWR pipe and tube market during January 2001-June 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-22. Please describe how the above firm(s) exhibited price leadership.

III-23. Does your firm purchase LWR pipe and tube over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total purchases of LWR pipe and tube in 2003 accounted for by internet purchases.

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

Note: Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

III-24. Please discuss the impact of the following developments with respect to your firm's LWR pipe 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)--

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

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

- United States Mexico
 Turkey Other countries (Please specify _____)

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 "O" to indicate <i>no familiarity</i> with products from a specified country-pair.				
Black LWR pipe and tube¹				
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 tube²				
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: _____ _____ _____				

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

Note: Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

IV-2. (a) Do you or your customers ever specifically order LWR pipe and tube 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 LWR pipe and tube from these countries is preferred over product from other countries (please note the specific product in your response).

(b) If you purchased imported LWR pipe and tube during 2003, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced LWR pipe and tube instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-4. Are certain grades/types/sizes of LWR pipe and tube 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-5. If you purchased LWR pipe and tube 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
LWR PIPE AND TUBE--Continued**

Note: Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

IV-6. For the factors listed below, please rate how LWR pipe and tube produced in each country you identified in your response to the first question in Part IV compares with LWR pipe and tube 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)		(specify country)	
	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
LWR PIPE AND TUBE--Continued**

Note: Please indicate if your response differs for BLACK vs. CORROSION-RESISTANT LWR pipe and tube products.

IV-7. (a) How often does domestically produced LWR pipe and tube meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

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

- Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject LWR pipe and tube 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 LWR pipe and tube 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 LWR pipe and tube that each of these suppliers accounted for in 2003. Please include the largest suppliers for both black and corrosion-resistant LWR pipe and tube products, indicating which product(s) the firm supplies.

No.	Suppliers' name	Street address (not 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						

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