

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**OIL COUNTRY TUBULAR GOODS FROM**  
**ARGENTINA, ITALY, JAPAN, KOREA, AND MEXICO**

*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 February 9, 2007**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews of antidumping duty orders concerning oil country tubular goods from Argentina, Italy, Japan, Korea, and Mexico (inv. Nos. 731-TA-711 and 713-716 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

<b>Name of firm</b> _____
<b>Address</b> _____ _____
<b>World Wide Web address</b> _____
Has your firm produced or exported oil country tubular goods (OCTG) (as defined in the instruction booklet) since January 1, 2001?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these reviews in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout these reviews 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 reviews 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.

*If the country for which your are reporting is Japan, when answering this questionnaire, please indicate whether any of your answers apply to only a specific type of OCTG, specifically:*

- (1) OCTG other than drill pipe*
- (2) Drill pipe*

*If you do not specify, it will be assumed that your answer applies to all of the types of OCTG produced and sold by your firm. Please attach additional pages if necessary.*

*If the country for which you are reporting is Argentina, Italy, Korea, or Mexico, all of your answers should apply to OCTG other than drill pipe ONLY and NOT drill pipe. (The orders under review are only for OCTG other than drill pipe).*

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3-5 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's OCTG since 2001.

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**PART I.--GENERAL QUESTIONS--Continued**

I-4. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for OCTG?

- No             Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

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I-5. Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce OCTG in the United States or other countries?

- No             Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Fred Ruggles (202-205-3187 or [fruggles@usitc.gov](mailto:fruggles@usitc.gov)) for copies of that questionnaire).

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I-6. Does your firm or any affiliated firm import or have any plans to import OCTG into the United States?

- No             Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Fred Ruggles (202-205-3187 or [fruggles@usitc.gov](mailto:fruggles@usitc.gov)) for copies of that questionnaire).

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

II-1. 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 OCTG since 2001?

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

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II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of OCTG in the future?

No             Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce OCTG (in short tons) for 2007 and 2008.**

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II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of OCTG in the future if the countervailing duty and/or antidumping duty orders on OCTG from your country were to be revoked?

No             Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of OCTG in your country in the future?

No     Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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II-5. Describe the production technology used in the production of OCTG in your country and identify major production inputs. Also discuss any significant changes in production technology since 2001.

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II-6. Has your firm since 2001 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of OCTG and/or using the same production and related workers employed to produce OCTG?

No     Yes--List the following information and report your firm's combined production capacity and production of these products and OCTG in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
Welded:		
Oil/gas well casing	_____	_____
Oil/gas well tubing	_____	_____
Standard, line, pressure pipe	_____	_____
Pressure tubing	_____	_____
Mechanical tubing	_____	_____
Other (specify) _____	_____	_____

*Continued on next page.*

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

II-6.--Continued

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
Seamless:		
Oil/gas well casing	_____	_____
Oil/gas well tubing	_____	_____
Drill pipe	_____	_____
Standard, line, pressure pipe	_____	_____
Pressure tubing	_____	_____
Mechanical tubing	_____	_____
Other (specify) _____	_____	_____

<b>(Quantity in short tons)</b>						
<b>Item</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>
<b>Average production capacity:</b>						
Welded pipe and tubing						
Seamless pipe and tubing						
<b>Total</b>						
<b>Production:</b>						
<b>Welded:</b>						
Oil/gas well casing						
Oil/gas well tubing						
Standard, line & pressure pipe						
Pressure tubing						
Mechanical tubing						
Other (specify) _____						
<b>Total</b>						
<b>Seamless:</b>						
Oil/gas well casing						
Oil/gas well tubing						
Drill pipe						
Standard, line & pressure pipe						
Pressure tubing						
Mechanical tubing						
Other (specify) _____						
<b>Total</b>						

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

II-7. Has your firm since 2001 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce OCTG?

No             Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of employment data</u>
_____	_____	_____
_____	_____	_____

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of OCTG?

\_\_\_\_\_ Percent

II-10a. Is your firm able to switch production between OCTG and other products in response to a relative price change in the price of OCTG vis-a-vis the price of other products, using the same equipment and labor?

No             Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from OCTG.

\_\_\_\_\_

\_\_\_\_\_

II-10b. If available, please provide information, such as price lists, comparing the prices for OCTG versus these other products.

II-11. Has your firm maintained any inventories of OCTG in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above<sup>1</sup>) since 2001?

No             Yes--Report the quantity (in short tons) of such **end-of-period** inventories below.

<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
_____	_____	_____	_____	_____	_____

<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

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

II-12. (a) Are your firm's exports of OCTG subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

No       Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of OCTG subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No       Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of OCTG as a result of the countervailing duty and/or antidumping duty orders on OCTG from your country. Please identify and discuss below.

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II-14. Describe the significance of the existing countervailing duty and/or antidumping duty orders covering imports of OCTG from your country in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the orders.

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

II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of OCTG in the future if the countervailing duty and/or antidumping duty orders on OCTG from your country were to be revoked?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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II-16. Does your firm produce heavy weight drill pipe (Japan only)?

- No                                       Yes--Please report below the quantity of your total shipments (in short tons) and its value (in \$1,000) during 2001-2006.

Item	2001	2002	2003	2004	2005	2006
Quantity						
Value						

II-17. Does your firm produce sour-service OCTG that meets or exceeds API T95 or C100 standards?

- No                                       Yes--Please report below the quantity of your U.S. shipments (in short tons) and its value (in \$1,000) during 2001-2006.

Item	2001	2002	2003	2004	2005	2006
Quantity						
Value						

II-18. Has your firm exported casing, tubing, or drill pipe containing 10.5 percent or more (by weight) of chromium to the United States during 2001-2006?

- No                                       Yes--Supply details below as to the quantity, value, and type of product exported. Do **NOT** include such product in any subsequent pages of this questionnaire.

Product/Year	2001	2002	2003	2004	2005	2006
<b>Drill pipe:</b> <i>Quantity</i> (short tons)						
	<i>Value</i> (\$1,000)					
<b>Casing and tubing:</b> <i>Quantity</i> (short tons)						
	<i>Value</i> (\$1,000)					

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

II-19. Please report production capacity, production, shipments, and inventories of **OCTG other than drill pipe** and **drill pipe** produced by your firm in **2001-2006**. Report each product **ON A SEPARATE PAGE**. Country: \_\_\_\_\_

OCTG other than drill pipe       Drill pipe (Japan only)

<i>(Quantity in short tons/Value in \$1,000)</i>						
Item	2001	2002	2003	2004	2005	2006
<b>AVERAGE PRODUCTION CAPACITY</b>						
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>1</sup></b>						
<b>PRODUCTION<sup>2</sup></b>						
<b>SHIPMENTS:</b>						
<b>Home market:</b>						
<b>Internal consumption/transfers</b>						
<b>Commercial shipments</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Exports to--</b>						
<b>United States<sup>3</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>All other export markets:</b>						
<b>European Union:<sup>5</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>China:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Asia other than China:<sup>6</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Other:<sup>7</sup></b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Subtotal, all other export markets:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Total exports (quantity)</b>						
<b>Total shipments (quantity)</b>						
<b>END-OF-PERIOD INVENTORIES</b>						

<sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> **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: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of OCTG in your country accounted for by your firm's production in 2006: \_\_\_\_\_%

<sup>4</sup> Please estimate the percentage of total exports to the United States of OCTG from your country accounted for by your firm's exports in 2006: \_\_\_\_\_%.

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

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

II-20a. Please report projected production capacity, production, shipments, and inventories of **OCTG other than drill pipe** and **drill pipe** produced by your firm for full year **2007 and 2008**. Report each product **ON A SEPARATE PAGE**. Country: \_\_\_\_\_

OCTG other than drill pipe       Drill pipe (Japan only)

(Quantity in short tons/Value in \$1,000)		
	If the orders: remain in effect	
Item	2007	2008
<b>AVERAGE PRODUCTION CAPACITY</b>		
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>1</sup></b>		
<b>PRODUCTION<sup>2</sup></b>		
<b>SHIPMENTS:</b>		
<b>Home market:</b>		
<b>Internal consumption/transfers</b>		
<b>Commercial shipments</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Exports to--</b>		
<b>United States<sup>3</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>All other export markets:</b>		
<b>European Union:<sup>5</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>China:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Asia other than China:<sup>6</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Other:<sup>7</sup></b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Subtotal, all other export markets:</b>		
<i>Quantity</i>		
<i>Value</i>		
<b>Total exports (quantity)</b>		
<b>Total shipments (quantity)</b>		
<b>END-OF-PERIOD INVENTORIES</b>		

<sup>1</sup> The production capacity (see definitions in instructions booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> **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: \_\_\_\_\_

<sup>3</sup> Please estimate the percentage of total production of OCTG in your country accounted for by your firm's production in 2006: \_\_\_\_\_%

<sup>4</sup> Please estimate the percentage of total exports to the United States of OCTG from your country accounted for by your firm's exports in 2006: \_\_\_\_\_%.

<sup>5</sup> Identify principal *European Union* export markets. \_\_\_\_\_

<sup>6</sup> Identify principal *Asian* export markets. \_\_\_\_\_

<sup>7</sup> Identify principal *other* export markets. \_\_\_\_\_

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

II-20b. Please provide a narrative indicating whether any of the projected figures, such as shipments to the United States, would be different if the orders were revoked.

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II-20c. Please provide documentary support, such as a business plan, for your projections.

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**PART III.--MARKET FACTORS**

*If the country for which your are reporting is Japan, when answering this questionnaire, please indicate whether any of your answers apply to only a specific type of OCTG, specifically:*

- (1) OCTG other than drill pipe*
- (2) Drill pipe*

*If you do not specify, it will be assumed that your answer applies to all of the types of OCTG produced and sold by your firm. Please attach additional pages if necessary.*

*If the country for which you are reporting is Argentina, Italy Korea, or Mexico, all of your answers should apply to OCTG other than drill pipe ONLY and NOT drill pipe. (The orders under review are only for OCTG other than drill pipe).*

III-1. Approximately what share of your firm's sales of OCTG to U.S. customers in 2006 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 sales (percent)		
	U.S. customers	Home market customers	Other market customers
Long-term contracts			
Short-term contracts			
Spot sales			
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

III-2. If you sell 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? \_\_\_\_\_
- (b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

**PART III.--MARKET FACTORS--Continued**

III-3. If you sell 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? \_\_\_\_\_

(b) Can prices be renegotiated during the contract period? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

III-4. a) What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of OCTG?

Source	Share of 2006 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

(b) Has the average lead time increased, decreased, or remained the same since 2001? If changes in lead times differ during the period (e.g., increased in 2002, but decreased in 2003), please identify all periods in which lead times changed, indicating whether lead times increased, decreased or remained the same.

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

(c) Do you expect the average lead time to increase, decrease, or remain the same in the future? If you expect changes in lead times to differ in the future (e.g., increase in 2007, but decrease in 2008), please identify all periods in which you expect lead times to change, indicating whether you expect lead times to increase, decrease, or remain the same.

Increase                       No change                       Decrease

Other (describe) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET FACTORS--Continued**

III-5. To what extent have changes in the prices of raw materials affected your firm's selling prices for OCTG during January 2001-December 2006? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-6. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of OCTG produced in your country in the U.S. market since 2001?

No  Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-7. (a) Do you anticipate any changes in terms of the availability of OCTG produced in your country in the U.S. market in the future?

Increase  No Change  Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-8. Describe how easily your firm can shift its sales of OCTG between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting OCTG between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-9. Is the product range, product mix, or marketing of OCTG in your home market significantly different from the product range, product mix, or marketing of OCTG for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of OCTG in your home market, for export to the United States, or for export to third-country markets since 2001?

No       Yes--Please describe and quantify if possible.

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III-10. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of OCTG in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-11. (a) Please list in order of importance any products that may be substituted for OCTG.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

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

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(c) Have changes in the prices of these products affected the price for OCTG?

No       Yes--To what degree do changes in their prices affect the price for OCTG?  
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 OCTG or final end use?

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III-12. Have there been any changes in the number or types of products that can be substituted for OCTG since 2001?

No       Yes--Please explain.

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III-13. Do you anticipate any changes in terms of the substitutability of other products for OCTG in the future?

No       Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-14. Is the OCTG produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's OCTG sold to the United States and/or to third-country markets?

Yes       No--Identify the market(s) and any differences in the products.

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III-15. Describe the end uses of the OCTG that you manufacture and sell to your home market. If these end uses differ from those of the OCTG you sell to the U.S. market or to third-country markets, explain.

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III-16. Have there been any changes in the end uses of OCTG since 2001?

No       Yes--Please describe.

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III-17. Do you anticipate any changes in terms of the end uses of OCTG in the future?

No       Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-18. (a) How has demand within the United States for OCTG changed since 2001?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

\_\_\_\_\_  
\_\_\_\_\_

(b) How has demand in your home market for OCTG changed since 2001?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand? Were the changes different for different countries?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(c) How has demand outside the United States and your home market for OCTG changed since 2001?

Increased                       Unchanged                       Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand? Were the changes different for different countries?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET FACTORS--Continued**

III-19. Do you anticipate any future changes in OCTG demand in your home market and the United States and, if known, the rest of the world?

No

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-20. Please compare market prices of OCTG in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons. If possible, please provide specific price data, such as price lists, for sales to the U.S. market and third-county markets.

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III-21. Describe briefly your home market for OCTG, including the number of, and competition between, producers.

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III-22. Do you face competition from imports of OCTG in your home market?

No

Yes--Please identify the country sources of any imports of OCTG into your home market.

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**PART III.--MARKET FACTORS--Continued**

III-23. Do you export OCTG to markets other than the United States?

- No                       Yes--Please identify your major export markets for OCTG other than the United States and the sources from which you face competition in each such market.

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III-24. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss OCTG supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including your country, and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

III-25. Does your firm sell OCTG over the internet?

- No                       Yes--Please describe, noting the estimated percentage of your firm's total sales of OCTG in 2006 accounted for by internet sales.

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