

U.S. PRODUCERS' QUESTIONNAIRE

**LIGHT-WALLED RECTANGULAR (LWR) PIPE AND TUBE
FROM CHINA, KOREA, MEXICO, AND TURKEY**

*Please return completed questionnaire to the Commission by **July 11, 2007** to:*

UNITED STATES INTERNATIONAL TRADE COMMISSION

Russell Duncan (202-708-4727, russell.duncan@usitc.gov)

Office of Investigations, Room 615

500 E Street, SW, Washington, DC 20436

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty (CVD) investigation concerning light-walled rectangular (LWR) pipe and tube from China (Inv. No. 701-TA-449 (Preliminary)) and its antidumping (AD) investigations concerning LWR pipe and tube from China, Korea, Mexico, and Turkey (Inv. Nos. 731-TA-1118-1121 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced LWR pipe and tube (as defined in the instruction booklet) at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
--

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.

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 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.—GENERAL INFORMATION

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. 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-1. **OMB Statistics.**--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. **Establishments Covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **Petition Support.**--Do you support or oppose the petition in relation to the following investigations?

- | | | | |
|----------------------------------|---------------------------------|---|------------------------|
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | 701-TA-449 – CVD China |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | 731-TA-449 – AD China |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | 731-TA-449 – AD Korea |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | 731-TA-449 – AD Mexico |
| <input type="checkbox"/> Support | <input type="checkbox"/> Oppose | <input type="checkbox"/> Take no position | 731-TA-449 – AD Turkey |

Do you have any additional comments relating to your firm's position on the petition?

PART I.--GENERAL INFORMATION--Continued

I-4. **Byrd Amendment.**--Your response to question I-3 (“petition support”) will be treated as business proprietary. However, if the Commission’s final determinations in the investigations are affirmative and an antidumping or countervailing duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or “Byrd Amendment”), will provide a list of firms supporting the petition to U.S. Customs and Border Protection for possible distribution of any antidumping or countervailing duties that may be collected. If you wish to waive business proprietary treatment of your response to question I-3 in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate “yes” below.

- Yes No--I do not wish my position on the petition to be made public. I acknowledge that a “No” answer may affect my ability to receive a distribution under this Act.

I-5. **Ownership.**--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-6. **Related importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing LWR pipe and tube from China, Korea, Mexico, or Turkey into the United States or which are engaged in exporting LWR pipe and tube from China, Korea, Mexico, 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 INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of LWR pipe and tube?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Russell Duncan (202-708-4727, russell.duncan@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following in relation to the production of LWR pipe and tube since January 1, 2004.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings	_____

<input type="checkbox"/> plant closings.....	_____

<input type="checkbox"/> relocations	_____

<input type="checkbox"/> expansions	_____

<input type="checkbox"/> acquisitions.....	_____

<input type="checkbox"/> consolidations.....	_____

<input type="checkbox"/> closures.....	_____

<input type="checkbox"/> prolonged shutdowns or production curtailments	_____

<input type="checkbox"/> other.....	_____

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

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

No Yes--Please provide the following information.

Products produced on same equipment and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<u>LWR pipe and tube</u>	_____
<u>Circular mechanical pipe and tube</u>	_____
<u>Other (Describe: _____)</u>	_____
<u>Other (Describe: _____)</u>	_____
<u>Other (Describe: _____)</u>	_____

II-4. **Shared employment.**--Does your firm produce other products on the same production and related workers employed to produce LWR pipe and tube?

No Yes--List the following information.

Products produced using the same workers and share of total production in 2006 (in percent):

<u>Product</u>	<u>Percent</u>
<u>LWR pipe and tube</u>	_____
<u>Circular mechanical pipe and tube</u>	_____
<u>Other (Describe: _____)</u>	_____
<u>Other (Describe: _____)</u>	_____
<u>Other (Describe: _____)</u>	_____

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

II-5. **Mills.**--Please provides details on the number of mills your firm operates that can produce carbon-quality steel pipe and tube that is less than 4 mm in wall thickbess, as well as each mill's physical location, product specifications, and number that actually produced LWR pipe and tube in 2006?

Plant location (city, state)	Mills that can produce carbon- quality steel pipe and tube less than 4mm (or 0.157 inch) in wall thickness in 2006 (number)	Pipe specifications for each mill ¹ (OD range, wall thickness range, raw pipe producing capacity etc.)	Mills that actually produced LWR pipe and tube in 2006 ² (number of)
¹ If a particular mill produces carbon-quality steel pipe or tube that ranges in wall thickness both less than and greater than 4 mm, please indicate so in this column (<i>i.e.</i> "pipe specifications" column). When discussing the mill's wall range thickness please provide the approximate percentage of output of pipe that that particular mill produces that is less than 4 mm.			
² The number of mills that actually produced LWR pipe and tube requested here should be equal to or less than the number of mills reported as being able to produce carbon-quality steel pipe and tube with a wall thickness of less than 4 mm (<i>i.e.</i> from the second column).			
Additional comments/explanations: _____			

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

II-6. **Overall capacity/ production.**-- Report your firm's capacity (for all pipe and tube with less than 4mm wall thickness) and production data for the products specified below.

Item	Quantity (in short tons)				
	Calendar year			January-March	
	2004	2005	2006	2006	2007
Capacity to produce carbon-quality steel pipe and tube with a:					
Wall thickness <i>less than 4mm</i> ¹					
Production of carbon-quality steel pipe and tube with a:					
Wall thickness <i>less than 4mm</i> :					
LWR pipe and tube ²					
Circular mechanical					
Other (describe: _____)					
Other (describe: _____)					
Subtotal, < 4mm					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Note. -- If a particular mill can produce carbon-quality steel pipe and tube that ranges both greater than 4mm and less than 4mm in wall thickness, please allocate that mill's production capacity between these two categories based on actual production. If a mill could conceivably produce carbon-quality steel pipe and tube under 4mm in wall thickness but was not designed to do so and is not currently fitted for such production, do not include that mill's capacity in the capacity figures reported here.					
² These quantities should correspond to the quantities reported in question II-12.					
Additional comments/explanations: _____.					

II-7. **LWR pipe and tube capacity.**--Based on your response to question II-6, your firm's LWR pipe and tube capacity will be allocated based on the percentage of LWR pipe and tube actually produced out of all carbon-quality steel pipe and tube with a wall thickness of less than 4 mm. In other words, your firm's LWR pipe and tube capacity will be calculated as:

$$LWRcapacity = \left(\frac{LWRproduction}{productionallpipe, < 4mm} \right) * < 4mmcapacity$$

Is this an adequate method for calculating LWR pipe and tube capacity for your firm?

- Yes No--Please explain other constraints that set limits on your capacity to produce LWR pipe and tube and provide alternate LWR pipe and tube capacity figures in the space provided.

Explanation: _____

Alternate LWR pipe and tube capacity (answer only if you indicated "no" to this question)

Item	Quantity (in short tons)				
	Calendar year			January-March	
	2004	2005	2006	2006	2007
Capacity for LWR pipe and tube					

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

II-8. **Product shifting.**—Please describe any limits (either physical or not) on your firm's ability to shift production capacity between LWR pipe and tube and other carbon-quality steel pipe and tube products identified in question II-6.

II-9. **Tolling.**--Since January 1, 2004, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of LWR pipe and tube?

No Yes--Name firm(s): _____.

II-10. **FTZs.**--Does your firm produce LWR pipe and tube in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-11. **Importer.**--Since January 1, 2004, has your firm imported LWR pipe and tube?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-12. **Trade data.**--Report your firm's production, shipments, inventories, and employment related to the production of LWR pipe and tube in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in short tons) and value (in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
Capacity	(reported earlier, <u>see</u> questions II-6 and II-7)				
Beginning-of-period inventories (quantity)					
Production (quantity)					
U.S. shipments:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers					
Value ¹ of transfers					
Export shipments: ²					
Quantity of exports					
Value of exports					
End-of-period inventories (quantity)					
Channels of distribution:					
U.S. shipments to distributors (quantity)					
U.S. shipments to end users (quantity)					
Employment data:					
Average number of PRWs (number)					
Hours worked by PRWs (1,000 hours)					
Wages paid to PRWs (value)					
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, <i>et cetera</i>) and provide value data using that basis for January 2004 to March 2007 below: <hr/>					
² Identify your principal export markets: <hr/>					

II-13. **Reconciliation of data.**--Please note that the quantities reported in question II-12 should reconcile as follows: beginning-of-period inventories, plus production, less total shipments (all U.S. shipments and export shipments), equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain why: _____.

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

II-14. **Transfers to related parties.**--If you reported transfers to related firms in question II-12, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-15. **Corrosion-resistant and black LWR pipe and tube.**--Please provide the following information on your firm's 2006 production of LWR pipe and tube.

	Production in 2006 (in short tons)	Share (percent)
Corrosion-resistant LWR pipe and tube		
Black LWR pipe and tube		
Total		100 percent

II-16. **Purchases of LWR pipe and tube.**--Other than direct imports, has your firm otherwise purchased LWR pipe and tube since January 1, 2004? (See definitions in the instruction booklet.)

No Yes--Please indicated the reason for such purchases (if your reasons differ by source, please elaborate) in the space provided and then indicate in the table the quantities and values of such purchases.¹

Note.--If your firm directly imported LWR pipe and tube from any country since January 2004, you are directed to complete the separate U.S. Importers' Questionnaire (*see* question II-11).

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

II-16. Purchases of LWR pipe and tube--Continued

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS OF LWR PIPE AND TUBE FROM--					
China: ¹					
<i>Quantity</i>					
<i>Value</i>					
Korea: ²					
<i>Quantity</i>					
<i>Value</i>					
Mexico: ³					
<i>Quantity</i>					
<i>Value</i>					
Turkey: ⁴					
<i>Quantity</i>					
<i>Value</i>					
All other countries: ⁵					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES OF DOMESTICALLY PRODUCED LWR PIPE AND TUBE:⁶					
<i>Quantity</i>					
<i>Value</i>					
¹ Please list the name(s) of the U.S. importer(s) from which you purchased Chinese LWR pipe and tube.					

² Please list the name(s) of the U.S. importer(s) from which you purchased Korean LWR pipe and tube.					

³ Please list the name(s) of the U.S. importer(s) from which you purchased Mexican LWR pipe and tube.					

⁴ Please list the name(s) of the U.S. importer(s) from which you purchased Turkish LWR pipe and tube.					

⁵ Please list the name(s) of the U.S. importer(s) from which you purchased nonsubject LWR pipe and tube.					

⁶ Please list the name(s) of the firms from which you purchased domestically produced LWR pipe and tube.					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, justin.jee@usitc.gov).

III-1. **Contact information (Financials).**--Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

III-2. **Accounting system.**--Briefly describe your financial accounting system.

A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below:

B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise:

2. Does your firm prepare profit/loss statements for the subject merchandise:
 Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes LWR pipe and tube, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. **Cost accounting system.**--Briefly describe your cost accounting system (e.g., standard cost, job order cost, *et cetera*).

PART III.--FINANCIAL INFORMATION--Continued

III-6. **Operations on LWR pipe and tube.**--Report the revenue and related cost information requested below on the LWR pipe and tube operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Quantity (in short tons) and value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	_____	_____
Net sales quantities: ²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values: ²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (COGS): ³					
Raw materials					
Direct labor					
Other factory costs					
Total COGS					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ COGS should include costs associated with internal consumption and transfers to related firms					

PART III.--FINANCIAL INFORMATION--Continued

III-7. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of LWR pipe and tube. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your three most recently completed fiscal years in chronological order from left to right, and as of the end of the specified interim periods.

Value (in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of LWR pipe and tube:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current			
E. Total current assets (lines 1.A. through 1.D.)			
2. Non-current assets:			
A. Original cost of property, plant, and equipment (PPE)			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE (line 2.A less line 2.B)			
D. All other non-current assets:			
E. Total non-current assets: (lines 2.C through 2.D)			
3. Total assets (lines 1.E and 2.E)			

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

Value (in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	_____	_____
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Impact of imports.**--Since January 1, 2004, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of LWR pipe and tube from China, Korea, Mexico, or Turkey?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-10. **Anticipated impact of imports.**--Does your firm anticipate any negative impact of imports of LWR pipe and tube from China, Korea, Mexico, or Turkey?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Ioana Mic (202-205-3196, ioana.mic@usitc.gov)

IV-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

() _____

Phone number

E-mail address

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2004 to March 2007.

Product 1-- ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), carbon welded, not pickled and oiled, 2 inch square, 0.120 inch (+ or - 10 percent) wall thickness (11 gauge), 20 foot or 24 foot lengths.

Product 2-- ASTM A-513 (mechanical) or A-500 grade A or B (ornamental) tubing, carbon welded, pickled and oiled, 1 inch square, 0.065 inch nominal wall thickness (+ or - 10 percent) (16 gauge), 20 foot or 24 foot lengths.

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

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

IV-2. **Price data.**--Report the quarterly price data¹ for both pricing products below.

(Quantity in short tons, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2004				
January-March				
April-June				
July-September				
October-December				
2005				
January-March				
April-June				
July-September				
October-December				
2006				
January-March				
April-June				
July-September				
October-December				
2007				
January-March				

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of section IV.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

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

IV-3. How does your firm determine the prices that it charges for sales of LWR pipe and tube (*check all that apply*)? 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.

- Transaction by transaction Contracts Set price lists
 Other--Please describe: _____

IV-4. Please describe your firm's discount policy (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy
 Other--Please describe: _____

IV-5. (a) What are your firm's typical sales terms for its U.S.-produced LWR pipe and tube (e.g., 2/10 net 30 days)? _____.

- (b) On what basis are your prices of domestic LWR pipe and tube usually quoted? (check one)
 F.o.b.--Please specify point: _____ Delivered

IV-6. Approximately what share of your firm's sales of its U.S.-produced LWR pipe and tube 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)
Long term contracts	
Short term contracts	
Spot sales	
Total	100 %

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

IV-7. 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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place?
 No Yes—Please estimate the percentage of your firm's contract sales during the period of investigation in which a price change took place while the contract was in place.
_____ percent.

IV-8. 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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes Not
- (e) If contracts have a meet-or-release clause, has your firm actually changed prices during the period in which the contract was in place?
 No Yes—Please estimate the percentage of your firm's contract sales during the period of investigation in which a price change took place while the contract was in place.
_____ percent.

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

IV-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced LWR pipe and tube?

Source	Share of sales 2006	Lead time
From inventory	percent	days
Produced to order	percent	days
Total	100 percent	days

IV-10. (a) What is the approximate percentage of the total delivered cost of LWR pipe and tube that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm Purchaser

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-11. What is the geographic market area in the United States served by your firm's LWR pipe and tube? (*check all that apply*)

- Northeast Midwest Southeast
 Central Southwest Mountains Pacific Coast
 Other (*i.e.*, non-contiguous U.S.--Please describe: _____)

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

IV-12. Describe the end uses of the LWR pipe and tube that you manufacture. For each end-use product, provide the percentage your firm's sales in 2006 to end users in that category and what percentage of the total cost (*i.e.* to the end user) is typically accounted for by LWR pipe and tube (their raw material input).

<u>End use</u>	<u>Share of your firm's 2006 sales (percent)</u>	<u>Share of total cost of end product (in percent or a range of percentages)</u>
Fences	_____	_____
Window guards	_____	_____
Shelving and racks	_____	_____
Athletic equipment	_____	_____
Furniture	_____	_____
Other: _____	_____	_____
Other: _____	_____	_____
Other: _____	_____	_____
Other: _____	_____	_____

IV-13. Please list in order of importance any products that may be substituted for LWR pipe and tube. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for LWR pipe and tube.

Substitute	End use	Have changes in the prices of this substitute affected the price for LWR pipe and tube?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes
6.		<input type="checkbox"/> No <input type="checkbox"/> Yes

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

IV-14. How has the demand within the United States (and outside the United States if known) for LWR pipe and tube changed since January 1, 2004? What principal factors affect changes in demand?

Increase No Change Decrease Other (_____)

IV-15. Have there been any significant changes in the product range or marketing of LWR pipe and tube since January 1, 2004?

No Yes-- Please describe.

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

IV-16. Is LWR pipe and tube 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	Korea	Mexico	Turkey	Other countries
United States						
China						
Korea						
Mexico						
Turkey						

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

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

IV-18. Please identify below the names and addresses of your firm's 10 largest customers for LWR pipe and tube during January 2004 to March 2007. 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 2006.

No.	Customer's Firm Name And Contact Person	Street address (not P.O. box), city, state, and zip code	Contact Person's E-mail Address	Area code and telephone number	Share of 2006 sales(%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

IV-20 COMPETITION FROM IMPORTS--LOST SALES.-- **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.) Since January 1, 2004: Did your firm lose sales of LWR pipe and tube to imports of these products from China, Korea, Mexico, or Turkey?

No Yes

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

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

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