

**U.S. IMPORTERS' QUESTIONNAIRE**

**CIRCULAR WELDED CARBON QUALITY STEEL LINE PIPE FROM CHINA AND KOREA**

**This questionnaire must be received by the Commission by no later than April 17, 2008**

*See page 4 of the Instruction Booklet for filing instructions.*

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning circular welded carbon quality steel line pipe ("line pipe") from China and Korea (inv. Nos. 701-TA-455 and 731-TA-1149-1150 (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)).

<b>Name of firm</b> _____
<b>Address</b> _____
<b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____
<b>World Wide Web address</b> _____
Has your firm imported line pipe (as defined in the instruction booklet) from any country at any time since January 1, 2005?
<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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

**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 means of 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 these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

_____ <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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_hours \_\_\_\_\_dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

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

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

I-3. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information

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

**PART I.--GENERAL INFORMATION--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing line pipe from China or Korea into the United States or which are engaged in exporting line pipe from China or Korea to the United States?

No             Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of line pipe?

No             Yes--List the following information

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

I-6. Please indicate the nature of your firm's importing operations on line pipe. More than one answer may be applicable.

Importer of record                                             Takes title to the imported product(s)  
 Consignee of the imported products(s)             Customs broker or freight forwarder.

I-7. If your firm is an importer of record of line pipe but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL INFORMATION--Continued**

I-8. Please indicate whether your firm enters line pipe into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      No             Yes

Bonded warehouses      No             Yes

I-9. Please indicate whether your firm imports line pipe under the TIB (temporary importation under bond) program.

No             Yes

I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

No             Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

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

Further information on this part of the questionnaire can be obtained from Betsy Haines (202-205-3200, [elizabeth.haines@usitc.gov](mailto:elizabeth.haines@usitc.gov)). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
 Name and title

( ) \_\_\_\_\_  
 Phone number                      E-mail address

II-2. Please indicate whether your firm has experienced any of the following changes in relation to the importation of line pipe since January 1, 2005.

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant/warehouse openings .....	_____ _____
<input type="checkbox"/> plant/warehouse closings.....	_____ _____
<input type="checkbox"/> relocations .....	_____ _____
<input type="checkbox"/> expansions .....	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or importation curtailments .....	_____ _____
<input type="checkbox"/> other.....	_____ _____

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

II-3. Has your firm imported or arranged for the importation of line pipe from China of Korea or from any other source for delivery after December 31, 2007?

- No       Yes--Indicate when such orders were or are to be delivered and the quantities involved in the table provided.

*Complete this table if you responded "yes" to this question.*

<b>Quantity (in short tons)</b>				
<b>Source</b>	<b>2008</b>			
	<b>January-March</b>	<b>April-June</b>	<b>July-September</b>	<b>October-December</b>
<b>Imports from--</b> China				
Korea				
All other sources				

II-4. If your firm also produces line pipe in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-5. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of line pipe imported from China by your firm during the specified periods. (See definitions in the instruction booklet.)

**CHINA**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )			
<b>Channels of distribution:</b>			
U.S. shipments to distributors ( <i>quantity</i> )			
U.S. shipments to end users ( <i>quantity</i> )			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-6. **IMPORTS FROM SUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of line pipe imported from Korea by your firm during the specified periods. (See definitions in the instruction booklet.)

**KOREA**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
<b>Beginning-of-period inventories</b> ( <i>quantity</i> )			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> ( <i>quantity</i> )			
<b>Channels of distribution:</b>			
U.S. shipments to distributors ( <i>quantity</i> )			
U.S. shipments to end users ( <i>quantity</i> )			
<sup>1</sup> Please identify the foreign producers, if known: _____ _____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below: _____ _____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> 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? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			



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

II-7. **IMPORTS FROM NONSUBJECT SOURCES.**--Report your firm's imports and your firm's shipments and inventories of line pipe imported from **all other sources combined** by your firm during the specified periods. (See definitions in the instruction booklet.)

**ALL OTHER SOURCES COMBINED**

Quantity (in short tons), value (in \$1,000)			
Item	Calendar years		
	2005	2006	2007
<b>Beginning-of-period inventories</b> (quantity)			
<b>Imports:</b> <sup>1</sup>			
Quantity of imports			
Value of imports			
<b>U.S. shipments:</b>			
<b>Commercial shipments:</b>			
Quantity of commercial shipments			
Value of commercial shipments			
<b>Internal consumption/company transfers:</b>			
Quantity of internal consumption/transfers			
Value <sup>2</sup> of internal consumption/transfers			
<b>Export shipments:</b> <sup>3</sup>			
Quantity of export shipments			
Value of export shipments			
<b>End-of-period inventories</b> <sup>4</sup> (quantity)			
<b>Channels of distribution:</b>			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (quantity)			
<sup>1</sup> Please identify the sources and foreign producers, if known:			
_____			
<sup>2</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2005, 2006, and 2007 below:			
_____			
<sup>3</sup> Identify your principal export markets: _____			
<sup>4</sup> <b>Reconciliation of data.</b> --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?			
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

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

II-8. Line pipe may be produced from “*micro-alloy*” steel that has been modified through the addition of alloying elements that may exceed the individual weight limits for nonalloy steel provided for in the HTSUS. (See definitions in the instruction booklet.) Please report below the quantity (in short tons) and value (in \$1,000) of any such line pipe included in the data reported by your firm in response to questions II-5, II-6, and II-7 above.

Quantity ( <i>in short tons</i> ), value ( <i>in \$1,000</i> )			
Item	Calendar years		
	2005	2006	2007
<b>Imports of “micro-alloy” steel line pipe from China:</b>			
Quantity of imports			
Value of imports			
<b>Imports of “micro-alloy” steel line pipe from Korea:</b>			
Quantity of imports			
Value of imports			
<b>Imports of “micro-alloy” steel line pipe from all other sources:</b>			
Quantity of imports			
Value of imports			

**PART III.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Clark Workman (202-202-3248, clark.workman@usitc.gov)

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact:

\_\_\_\_\_

( ) \_\_\_\_\_

Phone number

\_\_\_\_\_

E-mail address

**PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from China or Korea during January 2005-December 2007:

**Product 1.**-- API 5L Grades B/X42 welded pipe, 4-inch nominal size (4.5 inch outside diameter), plain end, with a wall thickness of 0.237 inch

**Product 2.**-- API 5L Grades B/X42 welded pipe, 6-inch nominal size (6.625 inch outside diameter), plain end, with a wall thickness of 0.280 inch.

**Product 3.**-- API 5L Grades B/X42 welded pipe, 8-inch nominal size (8 5/8 inch outside diameter), plain end, with a wall thickness of 0.322 inch

**Product 4.**-- API 5L Grades B/X42 welded pipe, 12-inch nominal size (12.75 inch outside diameter), plain end, with a wall thickness of 0.375 inch.

**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 III.--PRICING AND RELATED INFORMATION--Continued**

III-2a. **Price Data: China.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from China and sold by your firm.

## CHINA

Quantity (in short tons) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
Period of shipment	Product 4		X	X	X	X
	Quantity	Value				
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section III.

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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2b. **Price Data: Korea.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Korea and sold by your firm.

## KOREA

Quantity (in short tons) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
Period of shipment	Product 4		X	X	X	X
	Quantity	Value				
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section III.

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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2c. **Price Data: Mexico.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Mexico and sold by your firm.

## MEXICO

Quantity (in short tons) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
Period of shipment	Product 4		X	X	X	X
	Quantity	Value				
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section III.

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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2d. **Price Data: Japan.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Japan and sold by your firm.

## JAPAN

Quantity (in short tons) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
Period of shipment	Product 4					
	Quantity	Value				
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section III.

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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2e. **Price Data: Taiwan.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from Taiwan and sold by your firm.

## TAIWAN

Quantity (in short tons) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
Period of shipment	Product 4		X	X	X	X
	Quantity	Value				
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section III.

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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_



**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-2f. **Price Data: All Other Countries.**--Report below the quarterly price data<sup>1</sup> for pricing products<sup>2</sup> imported from all other countries and sold by your firm.

## ALL OTHER COUNTRIES

Quantity (in short tons) and value (in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
Period of shipment	Product 4		X	X	X	X
	Quantity	Value				
<b>2005:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2006:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						
<b>2007:</b>						
Jan-Mar						
Apr-Jun						
Jul-Sep						
Oct-Dec						

<sup>1</sup> 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.

<sup>2</sup> Pricing product definitions are provided on the first page of section III.

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: \_\_\_\_\_

Product 3: \_\_\_\_\_ Product 4: \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-3. How does your firm determine the prices that it charges for sales of line pipe (*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: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

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

III-5. (a) What are your firm's typical sales terms for imported line pipe (e.g., 2/10 net 30 days)? \_\_\_\_\_.

(b) On what basis are your prices of imported line pressure pipe usually quoted? (check one)  
 F.o.b.--Please specify point: \_\_\_\_\_     
  Delivered

III-6. Approximately what share of your firm's sales of imported line pipe in 2007 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 III.--PRICING AND RELATED INFORMATION--Continued**

III-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

III-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

III-9. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your imported line pipe?

Source	Share of sales 2007	Lead time
From inventory	percent	days
Produced to order	percent	days
Total	100 percent	days

- III-10. (a) What is the approximate percentage of the total delivered cost of line pipe 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  or 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.

III-11. What is the geographic market area in the United States served by your firm's line pipe? (check all that apply)

- Northeast  Mid-Atlantic  Midwest  Southeast
- Southwest  Rocky Mountains  West Coast  Northwest
- National  Other (describe: \_\_\_\_\_)

**PART III.--PRICING AND RELATED INFORMATION--Continued**

IV-12a. Describe the end uses of the line pipe that you manufacture. For each end-use product, what percentage of the total cost is accounted for by line pipe?

<u>Type of pipe</u>	<u>End use</u>	<u>Share of total cost of end use product accounted for by pipe (percent)</u>
Single-certified line pipe	_____	_____
Multiple-certified line pipe	_____	_____

IV-13a. Please list in order of importance (#1 being the most important) any products that may be substituted for single-certified line pipe and multi-certified line pipe.

<u>Single-certified line pipe</u>	<u>Multiple-certified line pipe</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

IV-13.(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-14.(a)How has the demand within the United States for line pipe changed since January 1, 2005?

What principal factors affect changes in demand?

- Increase       No Change       Decrease       Fluctuated

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(b) How has the demand outside the United States for line pipe changed since January 1, 2005? What principal factors affect changes in demand?

- Increase       No Change       Decrease       Fluctuated

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III-15. Have there been any significant changes in the product range or marketing of line pipe since January 1, 2005?

- No       Yes-- Please describe.

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III-16. Does your firm sell line pipe over the internet?

- No       Yes-- Please describe, noting the estimated percentage of your firm's total sales of line pipe in 2007 accounted for by internet sales.

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-18. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between line pipe produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.<sup>1</sup>

<b>Country-pair</b>	China	Korea	Mexico	Japan	Taiwan	Other countries
United States						
China						
Korea						

<sup>1</sup> For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of line pipe, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

III-19. Please identify below the names and addresses of your firm's 10 largest customers for line pipe during 2005-2007. 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 line pipe from China or Korea that each of these customers accounted for in 2007.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2007 sales (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					