

PRODUCERS' QUESTIONNAIRE
CERTAIN WELDED STAINLESS STEEL PIPES FROM KOREA AND TAIWAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than April 19, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning the antidumping duty orders on certain welded stainless steel pipes from Korea and Taiwan (inv. Nos. 731-TA-540 and 541 (Second Review)). 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)).

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

Has your firm produced welded stainless steel pipes and pressure tubes (as defined in the instruction booklet) at any time since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout 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 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 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. Do you support or oppose continuation of the antidumping duty orders currently in place for welded A-312 pipes from Korea and/or Taiwan? Please explain.

Korea-- Support Oppose Take no position

Taiwan-- Support Oppose Take no position

PART I.--GENERAL QUESTIONS--Continued

I-4. 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-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing welded A-312 pipes from Korea and/or Taiwan into the United States or which are engaged in exporting welded A-312 pipes from Korea and/or Taiwan to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing welded A-312 pipes from countries other than Korea and/or Taiwan into the United States or which are engaged in exporting welded A-312 pipes from countries other than Korea and/or Taiwan to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of welded A-312 pipes?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-8. In Parts II and IV 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 welded A-312 pipes, other welded stainless steel pipes, and/or welded stainless steel pressure tubes?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Eric Land (202-205-3349). **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 No. E-mail address

II-2. 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 welded stainless steel pipes and pressure tubes since January 1, 2000?

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

Changes related to the production of welded A-312 pipe:

Changes related to the production of other welded stainless steel pipes and/or pressure tubes:

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of welded stainless steel pipes and/or pressure tubes 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 welded stainless steel pipes and pressure tubes (in short tons) for 2006 and 2007.**

Changes related to the production of welded A-312 pipes:

Changes related to the production of other welded stainless steel pipes and/or pressure tubes:

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of welded stainless steel pipes and pressure tubes in the future if the antidumping duty orders on welded A-312 pipes from Korea and/or Taiwan were to be revoked? Please indicate whether your response differs by country.

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.

Anticipated changes if the orders on welded A-312 pipes from Korea were to be revoked:

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

Anticipated changes if the orders on welded A-312 pipes from Taiwan were to be revoked:

II-5. Has your firm since January 1, 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of welded stainless steel pipes and pressure tubes and/or using the same production and related workers employed to produce welded stainless steel pipes and pressure tubes?

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

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

(Quantity in short tons)						
Item	2000	2001	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY						
PRODUCTION:						
A-312 welded austenitic stainless steel pipes:						
Other welded stainless steel pipes:						
Welded austenitic stainless steel pressure tubes:						
All other welded austenitic stainless steel pipes and tubes:						
All other pipes and tubes: ¹						

¹ Please identify product included as "all other pipes and tubes:" _____

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

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

II-7. Is your firm able to switch production between welded stainless steel pipes and pressure tubes and other products in response to a relative change in the price of welded stainless steel pipes and pressure tubes vis-a-vis the price of other products, using the same equipment and labor?

No

Yes--Please identify 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 welded stainless steel pipes and pressure tubes.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **welded A-312 pipes** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ² of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						

¹ The production capacity (see definitions in instruction 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).

² 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, etc.) and provide value data using that basis for 2000-05 below:

³ Identify your principal export markets: _____.

⁴ **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: _____.

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

II-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **welded A-312 pipes** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-March 2005	January-March 2006
AVERAGE PRODUCTION CAPACITY¹ <i>(quantity)</i>		
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>		
PRODUCTION <i>(quantity)</i>		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity of commercial shipments</i>		
<i>Value of commercial shipments</i>		
Internal consumption:		
<i>Quantity of internal consumption</i>		
<i>Value² of internal consumption</i>		
Transfers to related firms:		
<i>Quantity of transfers to related firms</i>		
<i>Value² of transfers to related firms</i>		
EXPORT SHIPMENTS:³		
<i>Quantity of export shipments</i>		
<i>Value of export shipments</i>		
END-OF-PERIOD INVENTORIES⁴ <i>(quantity)</i>		
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>		
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs <i>(1,000 hours)</i>		
WAGES PAID TO PRWs <i>(value)</i>		

¹ The production capacity (see definitions in instruction 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).

² 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, etc.) and provide value data using that basis for January-March 2005 and January-March 2006 below:

³ Identify your principal export markets: _____.

⁴ **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: _____.

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

II-9a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **other welded stainless steel pipes and/or pressure tubes** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ² of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						

¹ The production capacity (see definitions in instruction 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).

² 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, etc.) and provide value data using that basis for 2000-05 below:

³ Identify your principal export markets: _____.

⁴ 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: _____.

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

II-9b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **other welded stainless steel pipes and/or pressure tubes** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-March 2005	January-March 2006
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION (<i>quantity</i>)		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value</i> ² of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ² of transfers to related firms		
EXPORT SHIPMENTS: ³		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		

¹ The production capacity (see definitions in instruction 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).

² 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, etc.) and provide value data using that basis for January-March 2005 and January-March 2006 below:

³ Identify your principal export markets: _____.

⁴ 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: _____.

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

II-10. If you reported transfers to related firms in questions II-8 or II-9, 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-11. Other than direct imports, has your firm otherwise purchased welded stainless steel pipes and tubes since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹ Photocopy this page as necessary and identify the product for which you are reporting by checking the appropriate box

- Welded A-312 pipes**
- Other welded pipes**
- Welded pressure tubes**

(Quantity in short tons, value in \$1,000)								
Item	2000	2001	2002	2003	2004	2005	January-March--	
							2005	2006
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--								
KOREA:								
<i>Quantity</i>								
<i>Value</i>								
TAIWAN:								
<i>Quantity</i>								
<i>Value</i>								
ALL OTHER COUNTRIES:								
<i>Quantity</i>								
<i>Value</i>								
PURCHASES FROM DOMESTIC PRODUCERS:²								
<i>Quantity</i>								
<i>Value</i>								
PURCHASES FROM OTHER SOURCES:²								
<i>Quantity</i>								
<i>Value</i>								
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. 								
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. 								

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

II-12. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of welded stainless steel pipes and pressure tubes?

No Yes--Name firm(s): _____

II-13. Does your firm produce welded stainless steel pipes and pressure tubes in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-14. Since January 1, 2000, has your firm imported welded stainless steel pipes and pressure tubes?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-15. Describe the significance of the existing antidumping duty orders covering imports of welded A-312 pipes from Korea and/or Taiwan in terms of their effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the orders.

Significance of existing antidumping order covering imports of product from Korea:

Significance of existing antidumping order covering imports of product from Taiwan:

II-16. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of welded stainless steel pipes and pressure tubes in the future if the antidumping duty orders on welded A-312 pipes from Korea and Taiwan 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.

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

II-16. *(Continued)*

Anticipated changes if the antidumping duty order on product from Korea was to be revoked:

Anticipated changes if the antidumping duty order on product from Taiwan was to be revoked:

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost at (202) 205-3432 or charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____

 Phone No. _____ Fax No. _____

 E-mail address _____ Company web address _____

III-2. 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 ___ 10Qs ___

Monthly ___ quarterly ___ semi-annually ___ annually ___

4. Accounting basis: GAAP ___ cash ___ tax ___ 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 welded A-312 pipes, other welded stainless steel pipes, and/or welded pressure tubes, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced welded A-312 pipes, other welded stainless steel pipes, and/or welded stainless steel pressure tubes, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6a. Operations on welded stainless steel pipes and pressure tubes.--Report the revenue and related cost information requested below on the specified pipe and tube operations of your U.S. establishment(s).¹ **Do not report resales of welded stainless steel pipes and/or pressure tubes. 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 six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost at (202) 205-3432 before completing this section of the questionnaire. Please provide information separately for each specified product listed below; copy this page as necessary.

Welded A-312 pipes **Other welded pipes and welded pressure tubes**

<i>(Quantity in short tons, value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
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 (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
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 Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-6b. Operations on welded stainless steel pipes and pressure tubes.--Report the revenue and related cost information requested below on the specified pipe and tube operations of your U.S. establishment(s).¹ 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 the specified interim periods. Please provide information separately for each specified product listed below; copy this page as necessary.

- Welded A-312 pipes** **Other welded pipes and welded pressure tubes**

<i>(Quantity in short tons, value in \$1,000)</i>		
Item	January-March 2005	January-March 2006
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 (including internal consumption and transfers to related firms):		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income or (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ³		
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 Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of welded stainless steel pipes and pressure tubes. 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 six most recently completed fiscal years in chronological order from left to right. Please provide information separately for each specified product listed below; copy this page as necessary.

- Welded A-312 pipes Other welded pipes and welded pressure tubes

<i>(Value in \$1,000)</i>						
Value of	2000	2001	2002	2003	2004	2005
Assets associated with the production, warehousing, and sale of welded stainless steel pipes and pressure tubes:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Short-term investments						
F. Prepaid expenses						
G. Property held for resale						
H. Other (describe _____)						
I. Total current assets (lines 1.A. through 1.H.)						
2. Notes receivable						
3. Long-term investments						
4. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
5. Goodwill						
6. Other (describe _____)						
7. Other (describe _____)						
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)						

PART III.--FINANCIAL INFORMATION--Continued

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on welded stainless steel pipes and pressure tubes. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
Capital expenditures:						
Welded A-312 pipes						
Other welded pipes and welded pressure tubes						
Research and development expenditures:						
Welded A-312 pipes						
Other welded pipes and welded pressure tubes						

Item	January-March 2005	January-March 2006
Capital expenditures:		
Welded A-312 pipes		
Other welded pipes and welded pressure tubes		
Research and development expenditures:		
Welded A-312 pipes		
Other welded pipes and welded pressure tubes		

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-A.--PRICE DATA--Continued

Product 1
 Product 2
 Product 3
 Product 4

(Quantity in 1,000 feet, value in dollars)		
Period of shipment	Quantity	Value ¹
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
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.

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

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of welded stainless steel pipes and pressure tubes (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced welded stainless steel pipes and pressure tubes (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic welded stainless steel pipes and pressure tubes usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced welded stainless steel pipes and pressure tubes in 2005 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	

IV-B-5. 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 IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-6. 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? _____

IV-B-7. 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 welded stainless steel pipes and pressure tubes?

Source	Share of 2005 sales			Lead time		
	Welded A-312 pipes	Other welded pipes	Welded pressure tubes	Welded A-312 pipes	Other welded pipes	Welded pressure tubes
From inventory						
Produced to order						
Total	100%	100%	100%			

IV-B-8. (a) What is the approximate percentage of the total delivered cost of welded stainless steel pipes and pressure tubes that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

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

IV-B-9. What is the geographic market area in the United States served by your firm's welded stainless steel pipes and pressure tubes?

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

PART IV.--PRICING AND MARKET FACTORS--Continued

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-10. Describe the end uses of the welded A-312 pipes, other welded pipes, and/or welded pressure tubes that you manufacture. For each end-use product, what percentage of the total cost is accounted for by welded stainless steel pipes and/or pressure tubes?

<u>Product</u>	<u>End User</u>	<u>Share of total accounted for by welded stainless steel pipes and pressure tubes (in percent)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

IV-B-11. Have there been any changes in the end uses of welded stainless steel pipes and pressure tubes since January 1, 2000?

No Yes--Please describe.

IV-B-12. Do you anticipate any changes in terms of the end uses of welded stainless steel pipes and pressure tubes 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-13. (a) Please list in order of importance any products that may be substituted for welded A-312 pipes, other welded pipes, and/or welded pressure tubes.

Welded A-312 pipes:

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

Other welded pipes:

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

Welded pressure tubes:

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

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

(c) Have changes in the prices of these products affected the price for welded stainless steel pipes and pressure tubes?

No

Yes--To what degree do changes in their prices affect the price for welded stainless steel pipes and pressure tubes? 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 welded stainless steel pipes and pressure tubes or final end use?

PART IV.--PRICING AND MARKET FACTORS--Continued

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

Note.--For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-14. Have there been any changes in the number or types of products that can be substituted for welded stainless steel pipes and pressure tubes since January 1, 2000?

No Yes--Please explain.

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for welded stainless steel pipes and pressure tubes 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.

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for welded stainless steel pipes and pressure tubes since January 1, 2000? 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

Note.--For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-17. 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 U.S.-produced welded stainless steel pipes and pressure tubes in the U.S. market since January 1, 2000?

- 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.

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced welded stainless steel pipes and pressure tubes 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.

IV-B-19. Has the availability of NONSUBJECT (i.e., from sources other than Korea and Taiwan) imported welded stainless steel pipes and pressure tubes changed since January 1, 2000?

- No
- Yes--Please explain.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

Note.--For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-20. Describe how easily your firm can shift its sales of welded stainless steel pipes and pressure tubes between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting welded stainless steel pipes and pressure tubes 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.

IV-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of welded stainless steel pipes and pressure tubes since January 1, 2000?

No Yes--Please describe and quantify if possible.

IV-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of welded stainless steel pipes and pressure tubes in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes--Please identify, including the time period.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

Note.--For questions concerning "welded stainless steel pipes and pressure tubes," if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-23. (a) How has demand within the United States for welded stainless steel pipes and pressure tubes changed since January 1, 2000?

Increased Unchanged Decreased

Other (describe) _____

(b) How has demand outside the United States for welded stainless steel pipes and pressure tubes changed since January 1, 2000?

Increased Unchanged Decreased

Other (describe) _____

(c) What were the principal factors affecting changes in demand?

IV-B-24. Do you anticipate any future changes in welded stainless steel pipes and pressure tubes demand in 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

Note.--For questions concerning “welded stainless steel pipes and pressure tubes,” if your answer differs for (1) welded A-312 pipes, (2) other welded pipes, or (3) welded pressure tubes, please answer separately for each product. If you do not so specify, your answer will be presumed to apply to all welded stainless steel pipes and pressure tubes that you produce.

IV-B-25. Please compare market prices of welded stainless steel pipes and pressure tubes in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss welded stainless steel pipes and pressure tubes supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Korea and Taiwan, and (3) the world as a whole. Of particular interest is such data from January 1, 2000 and forecasts for the future.

IV-B-27. Are your exports of welded stainless steel pipes and pressure tubes subject to any tariff or non-tariff barriers to trade in other countries?

No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2000, or that are expected to occur in the future.

IV-B-28. Does your firm sell welded stainless steel pipes and pressure tubes over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total sales of welded stainless steel pipes and pressure tubes in 2005 accounted for by internet sales.
