

PRODUCERS' QUESTIONNAIRE

**CERTAIN SEAMLESS CARBON AND ALLOY STEEL STANDARD, LINE,
AND PRESSURE PIPE FROM ARGENTINA, BRAZIL, AND GERMANY**

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 November 17, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning certain seamless carbon and alloy steel standard, line, and pressure pipe from Argentina, Brazil, and Germany (Inv. Nos. 731-TA-707-709 (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 certain seamless carbon and alloy steel standard, line, and pressure pipe ("seamless carbon and alloy steel SLP pipe") (as defined in the instruction booklet) at any time since January 1, 2001?

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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 seamless carbon and alloy steel SLP pipe from the Argentina, Brazil, or Germany?

Argentina: Support Oppose Take no position

Brazil: Support Oppose Take no position

Germany: Support Oppose Take no position

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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing seamless carbon and alloy steel SLP pipe from the Argentina, Brazil, or Germany into the United States or which are engaged in exporting seamless carbon and alloy steel SLP pipe from the Argentina, Brazil, or Germany 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 seamless carbon and alloy steel SLP pipe from countries other than the Argentina, Brazil, or Germany into the United States or which are engaged in exporting seamless carbon and alloy steel SLP pipe from countries other than the Argentina, Brazil, or Germany 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 seamless carbon and alloy steel SLP pipe?

No Yes--List the following information.

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

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 seamless carbon and alloy steel SLP pipe?

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--Continued

II-5. Has your firm since 2001 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of seamless carbon and alloy steel SLP pipe and/or using the same production and related workers employed to produce seamless carbon and alloy steel SLP pipe?

No Yes--List the following information and report your firm's combined production capacity and production of these products and seamless carbon and alloy steel SLP pipe in the periods indicated.

<u>Seamless product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
4.5 inches or less OD		
Glass-lined pressure pipe	_____	_____
Other (e.g, stainless) SLP pipe	_____	_____
Oil country tubular goods	_____	_____
Boiler tubing	_____	_____
Mechanical tubing	_____	_____
Tubing suitable for manufacturing ball and other roller bearings	_____	_____
Other _____	_____	_____
Over 4.5 inches OD		
SLP pipe	_____	_____
Other	_____	_____

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

II-5.--Continued.

(Quantity in short tons)							
Item	2001	2002	2003	2004	2005	Jan.-Sept.	
						2005	2006
Average production capacity (all products):							
Production 4.5 inches or less OD:							
Carbon and alloy SLP pipe							
Glass-lined pressure							
Other (e.g. stainless) SLP pipe							
Oil country tubular goods							
Boiler tubing							
Mechanical tubing							
Tubing suitable for ball or roller bearings							
Other _____							
Total production 4.5 inches or less OD							
Production over 4.5 inches OD:							
SLP pipe							
Other _____							
Total production over 4.5 in OD							
Total production							
<small>Reconciliation of data.--Please note that the production reported above for carbon and alloy steel SLP pipe 4.5 inches or less in outside diameter should equal data reported in II-8.</small>							

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

II-7. Is your firm able to switch production between seamless carbon and alloy steel SLP pipe and other products in response to a relative change in the price of seamless carbon and alloy steel SLP pipe 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 seamless carbon and alloy steel SLP pipe.

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

II-8. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain seamless carbon and alloy steel SLP pipe 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	2001	2002	2003	2004	2005	Jan.-Sept.	
						2005	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</i> of commercial shipments							
<i>Value</i> of commercial shipments							
Internal consumption:							
<i>Quantity</i> of internal consumption							
<i>Value²</i> of internal consumption							
Transfers to related firms:							
<i>Quantity</i> of transfers to related firms							
<i>Value²</i> of transfers to related firms							
EXPORT SHIPMENTS:³							
<i>Quantity</i> of export shipments							
<i>Value</i> of export shipments							
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>)							
<p>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).</p> <hr/>							
<p>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 2001-2005 and Jan.-Sept. 2005 and 2006 below:</p> <hr/>							
<p>³ Identify your principal export markets: _____</p>							
<p>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?</p>							
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>							

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

II-9. If you reported transfers to related firms in question II-8, 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-10. Other than direct imports, has your firm otherwise purchased certain seamless carbon and alloy steel SLP pipe since January 1, 2001? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	2001	2002	2003	2004	2005	Jan.-Sept.	
						2004	2005
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--							
ARGENTINA:							
Quantity of shipments							
Value of shipments							
BRAZIL:							
Quantity of shipments							
Value of shipments							
GERMANY:							
Quantity of shipments							
Value of shipments							
ALL OTHER COUNTRIES:							
Quantity of shipments							
Value of shipments							
PURCHASES FROM DOMESTIC PRODUCERS:²							
Quantity of shipments							
Value of shipments							
PURCHASES FROM OTHER SOURCES:²							
Quantity of shipments							
Value of shipments							
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/>							
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. <hr/>							

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

II-11. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of seamless carbon and alloy steel SLP pipe?

No Yes--Name firm(s): _____

II-12. Does your firm produce seamless carbon and alloy steel SLP pipe in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-13. Since January 1, 2001, has your firm imported seamless carbon and alloy steel SLP pipe?

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

II-14. Describe the significance of the existing antidumping duty orders covering imports of seamless carbon and alloy steel SLP pipe from the Argentina, Brazil, or Germany 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.

II-15. 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 seamless carbon and alloy steel SLP pipe in the future if the antidumping duty orders on seamless carbon and alloy steel SLP pipe from the Argentina, Brazil, or Germany 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 III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@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 seamless carbon and alloy steel SLP pipe, 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 seamless carbon and alloy steel SLP pipe, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

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

III-6. **Operations on certain seamless carbon and alloy steel SLP pipe.**--Report the revenue and related cost information requested below on certain seamless carbon and alloy SLP pipe operations of your U.S. establishment(s).¹ Do not report resales of product. 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 five 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, value in \$1,000)							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2005	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 seamless carbon and alloy steel SLP pipe. 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 five most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)					
Value of	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories					
D. All other current					
Total current assets (lines 1.A. through 1.D.)					
2. Non-current assets					
A. Property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
D. All other non-current					
Total noncurrent (lines 2.A. through 2.D)					
3. Total assets (total current and non-current)					

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on **certain seamless carbon and alloy steel SLP pipe**. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)							
Item	_____	_____	_____	_____	_____	Jan.-Sept.	
						2005	2006
Capital expenditures							
Research and development expenditures							

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250 or amelia.preece@usitc.gov).

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

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-September 2006. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1: Seamless pipe triple stenciled (or more) to meet ASTM A-106 grade B, ASTM A-53 grade B, and API 5L grade B specifications; 1 inch nominal size (1.315 inch OD x 0.179 inch wall thickness); plain ends; schedule 80.

Product 2: Seamless pipe triple-stenciled (or more) to meet ASTM A-106 grade B, ASTM A-53 grade B, and API 5L grade B specifications; 2-1/2 inch nominal size (2.875 inch OD x 0.276 inch wall thickness); plain ends; schedule 80.

Product 3: Seamless pipe triple stenciled (or more) to meet ASTM A-106 grade B, ASTM A-53 grade B, and API 5L grade B specifications; 3 inch nominal size (3.5 inch OD x 0.3 inch wall thickness); plain ends; schedule 80.

Product 4: Seamless pipe triple-stenciled (or more) to meet ASTM A-106 grade B, ASTM A-53 grade B, and API 5L grade B specifications; 4 inch nominal size (4.5 inch OD x 0.337 inch wall thickness); plain ends; schedule 80.

Product 5: Seamless pipe stenciled to meet ASTM A-335 grade P22; 2 inch nominal size (2.375 inch OD x 0.218 inch wall thickness); plain ends; schedule 80.

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.

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

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

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

Product 1 Product 2 Product 3 Product 4 Product 5

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value (f.o.b.) ¹
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		
April-June		
July-September		

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

IV-B-1. Please describe how your firm determines the prices that it charges for sales of seamless carbon and alloy steel SLP pipe (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 seamless carbon and alloy steel SLP pipe (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic seamless carbon and alloy steel SLP pipe 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 seamless carbon and alloy steel SLP pipe 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--Continued

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 seamless carbon and alloy steel SLP pipe?

Source	Share of 2005 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of seamless carbon and alloy steel SLP pipe 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 (as defined in the instruction booklet) served by your firm's seamless carbon and alloy steel SLP pipe?

- 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

IV-B-10. Describe the top three end uses of the seamless carbon and alloy steel SLP pipe that you manufacture.

End use (carbon)

End use (alloy)

IV-B-11. Have there been any changes in the end uses of seamless carbon and alloy steel SLP pipe since 2001?

No

Yes--Please describe.

IV-B-12. Do you anticipate any changes in terms of the end uses of seamless carbon and alloy steel SLP pipe 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

IV-B-13. (a) Please list in order of importance any products that may be substituted for seamless carbon and alloy steel SLP pipe.

Carbon

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

Alloy

(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 seamless carbon and alloy steel SLP pipe?

- No Yes--To what degree do changes in their prices affect the price for seamless carbon and alloy steel SLP pipe? 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 seamless carbon and alloy steel SLP pipe or final end use?

IV-B-14. Have there been any changes in the number or types of products that can be substituted for seamless carbon and alloy steel SLP pipe since 2001?

- No Yes--Please explain.

IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for seamless carbon and alloy steel SLP pipe 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.

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

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

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for seamless carbon and alloy steel SLP pipe since 2001? 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.

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 seamless carbon and alloy steel SLP pipe in the U.S. market since 2001?

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

IV-B-18. (a) Do you anticipate any changes in terms of the availability of U.S.-produced seamless carbon and alloy steel SLP pipe 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.

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

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

IV-B-19. Has the availability of NONSUBJECT imported seamless carbon and alloy steel SLP pipe changed since 2001?

- No Yes--Please explain.

IV-B-20. Describe how easily your firm can shift its sales of seamless carbon and alloy steel SLP pipe 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 seamless carbon and alloy steel SLP pipe 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 seamless carbon and alloy steel SLP pipe since 2001?

- 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 seamless carbon and alloy steel SLP pipe 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.--PRICE-RELATED QUESTIONS--Continued

IV-B-23a. How has demand within the United States for seamless carbon and alloy steel SLP pipe changed since 2001?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-23b. How has demand outside the United States for seamless carbon and alloy steel SLP pipe changed since 2001?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-24a. Do you anticipate any future changes in seamless carbon and alloy steel SLP pipe demand in the United States?

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

IV-B-24b. Do you anticipate any future changes in seamless carbon and alloy steel SLP pipe demand in the rest of the world (i.e., other than the United States)?

- 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.

IV-B-25. Please compare market prices of seamless carbon and alloy steel SLP pipe 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 seamless carbon and alloy steel SLP pipe supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including the Argentina, Brazil, and Germany, and (3) the world as a whole. Of particular interest is such data from 2001 to the present and forecasts for the future.

IV-B-27. Are your exports of seamless carbon and alloy steel SLP pipe 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 2001, or that are expected to occur in the future.
