

IMPORTERS' QUESTIONNAIRE
CIRCULAR WELDED CARBON-QUALITY STEEL PIPE FROM CHINA

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 June 21, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing and antidumping duty investigations concerning circular welded carbon-quality steel pipe from China (inv. Nos. 701-TA-447 and 731-TA-1116 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported circular welded carbon-quality steel pipe (as defined in the instruction booklet) from any country at any time since January 1, 2004?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (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 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.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Email address

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 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>
_____	_____	_____
_____	_____	_____

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

No Yes—List the following information.

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

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of circular welded 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 circular welded pipe. More than one answer may be applicable.

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

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

I-8. Please indicate whether your firm enters circular welded 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 circular welded 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—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of circular welded pipe imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for China and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

China

All other sources combined¹

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ²					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption/company transfers:					
<i>Quantity</i> of internal consumption/transfers					
<i>Value</i> ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify these sources: _____ _____					
² Identify the foreign producers, if known: _____					
³ 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 2004, 2005, and 2006 below: _____					
⁴ Identify your principal export markets: _____					
⁵ <u>Reconciliation of data.</u> —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, 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. Certain circular welded 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 circular welded pipe included in the data reported by your firm in response to question II.5 above.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
IMPORTS OF “MICRO-ALLOY” STEEL CIRCULAR WELDED PIPE FROM CHINA					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
IMPORTS OF “MICRO-ALLOY” STEEL CIRCULAR WELDED PIPE FROM ALL OTHER SOURCES					
<i>Quantity</i> of imports					
<i>Value</i> of imports					

II.7. Certain circular welded pipe may be *dual-stenciled* to both ASTM and API specifications (typically API 5L or X-42) (for purposes of these investigations, such pipe is considered to be “circular welded pipe” if used in or intended for use in standard/structural pipe applications; see definitions in the instruction booklet.) Please report below the quantity (in short tons) and value (in \$1,000) of any such circular welded pipe included in the data reported by your firm in response to question II.5 above.

<i>(Quantity in short tons, value in \$1,000)</i>					
Item	Calendar years			January-March	
	2004	2005	2006	2006	2007
IMPORTS OF “DUAL-STENCILED” CIRCULAR WELDED PIPE FROM CHINA					
<i>Quantity</i> of imports					
<i>Value</i> of imports					
IMPORTS OF “DUAL-STENCILED” CIRCULAR WELDED PIPE FROM ALL OTHER SOURCES					
<i>Quantity</i> of imports					
<i>Value</i> of imports					

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

II-8. **PROFILE OF CIRCULAR WELDED PIPE SHIPMENTS:** Please report the share (in percent) of your firm's total 2006 U.S. shipments as reported in item II-5 (based on quantity) that was sold as indicated below. Report separately for China and other countries as listed below. Photocopy this page if needed.

China

All other sources combined

A. By certification:

- _____ percent Stenciled to *only* ASTM specifications
- _____ percent Stenciled to *both* ASTM & API specifications (used in standard/structural applications)
- _____ percent Stenciled to proprietary specifications (e.g., certain fence tubing)
- _____ percent Not stenciled to any specification (describe _____)
- _____ percent Other (describe _____)
- 100 percent

B. By grade:

- _____ percent ASTM A-53A
- _____ percent ASTM A-53B
- _____ percent ASTM A-135/795
- _____ percent ASTM A-500/A-252
- _____ percent Other (describe _____)
- 100 percent

C. By size:

- _____ percent Less than or equal to 4.5 inches in outside diameter
- _____ percent Greater than 4.5 inches but less than or equal to 10.75 inches in outside diameter
- _____ percent Greater than 10.75 inches but less than or equal to 16 inches in outside diameter
- 100 percent

D. By end finish:

- _____ percent Plain end / square cut
- _____ percent Beveled
- _____ percent Threaded or threaded & coupled
- _____ percent Other (describe _____)
- 100 percent

E. By surface finish:

- _____ percent Black
- _____ percent Painted
- _____ percent Galvanized
- _____ percent Other (describe _____)
- 100 percent

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products your firm imported from **China** and imported from your firm's **largest nonsubject country** source that it then sold to U.S. distributors unrelated to your firm. Complete a separate page for each combination of product and country of origin and check the product and country boxes below for each combination reported (specify the largest nonsubject country for which you are reporting).

Product 1 Product 2 Product 3 Product 4
 China Largest nonsubject country: Please specify _____

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

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

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

Section III-B.--PRICE-RELATED QUESTIONS

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales of its imported circular welded pipe from China during January 2004-March 2007. If your responses differ by sales to different types of U.S. customers (distributors, end users, or types of end users), or by product specifications of the circular welded pipe that you imported from China, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

III-B-1. Please estimate the share of your firm's total U.S. commercial shipments quantity during 2006 of its imported circular welded pipe from China that was on a (1) long-term basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement). The three different sales bases include both written contracts and verbal agreements.

Type of Sale:	Share of U.S. commercial shipments (percent)
Long-term	
Short-term	
Spot sales	

III-B-2. Please discuss the following provisions of your firm's U.S. sales on a typical long-term basis that involved your imported circular welded pipe from China.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

III-B-3. Please discuss the following provisions of your firm's U.S. sales on a typical short-term basis that involved your imported circular welded pipe from China.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-4. Please describe below how your firm determines the prices that it charges for long-term and short-term sales of its imported circular welded pipe from China and sold to its U.S. customers (e.g., negotiate prices for each transaction, the role of quantity sold in arriving at prices, prices set by your price lists, use of follow-up price quotes, sell circular welded pipe bundled with other products you import from China, etc.). If your firm uses/issues price lists, please enclose a copy of the most recent price list, if possible, with your submission; if your price list is large, please submit sample pages. Note if the price list differs by type of customer.

Long-term: _____

Short-term: _____

III-B-5. Please explain how your firm establishes prices for U.S. sales of its imported circular welded pipe from China on a spot basis.

III-B-6. What were your firm's typical payment terms on sales of its imported circular welded pipe imported from China and shipped to U.S. customers during January 2004-March 2007 (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

III-B-7. a) On what basis does your firm typically quote prices of its imported circular welded pipe from China to its U.S. customers: f.o.b. U.S. warehouse/port of entry ____ or delivered ____? (Check one)

b) If f.o.b., do your customers typically arrange the freight ____ or does your firm arrange the freight ____? (Check one)

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight ____ or send the products freight collect ____? (Check one)

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-8. Please describe terms of your firm's discount policy, if any, (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on its U.S. sales, during January 2004-March 2007, of its imported circular welded pipe from China. Do not include any payment discounts covered in question III-B-6.

III-B-9. Please report below your firm's announced price increases, since January 1, 2004, for sales of its imported circular welded pipe from China. For each such price increase, identify the date of the announced price increase, the extent to which it held, and the product(s) that were included under the announced price increase.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-10. Report below for your firm's U.S. shipments, during January 2001-March 2007, of its imported circular welded pipe from China.

a) What was the approximate percentage of the total delivered cost of your firm's subject imported circular welded pipe that was accounted for by U.S. inland transportation costs? ____ percent.

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

c) What was the approximate percentage of your sales occurred within 100 miles of your storage or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

III-B-11. What was the geographic market area in the United States, during January 2004-March 2007, that was served by your firm's imported circular welded pipe from China?

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

Note any changes in your U.S. market area since January 2004.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-12. a) What was the average lead time (in days) between your U.S. customers' orders and the date of delivery for your firm's 2006 U.S. shipments of its imported circular welded pipe from China, from (1) its U.S. inventory, and, if applicable, (2) directly from Chinese production? Also report the percentage share of your 2006 U.S. shipments that were from U.S. inventory and directly from Chinese production.

Source	Share of 2006 U.S. shipments quantity	Lead time
From U.S. inventory		
Direct from Chinese production		
Total	100%	

b) Have the average lead times changed since January 2004? Yes ____ No ____ (Check one)
 If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the U.S.-produced circular welded pipe (respond separately for lead times from U.S. inventory and direct from Chinese production).

III-B-13. Does your firm sell its imported circular welded pipe from China over the internet in the U.S. market?

No Yes

If yes--

Please describe below, noting the estimated share of your firm's total U.S. sales in 2006 of its imported circular welded pipe from China that was accounted for by internet sales.

III-B-14. Have there been any significant changes in the product range or marketing of circular welded pipe in the United States since January 2004?

No Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your firm's U.S. sales prices and quantities of its imported circular welded pipe from China.

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

Section III-B.--PRICE-RELATED QUESTIONS

III-B-15. Based on your firm's two largest U.S. sales of its imported circular welded pipe from China to domestic customers during January 2004-March 2007, identify, to the extent possible, the principal end-use product associated with each sale and the percentage share of the total cost to produce the end product accounted for by circular welded pipe.

End use product Share of total cost accounted for by circular welded pipe (percent)

III-B-16. How has the demand for circular welded pipe in the United States and outside the United States, if known, changed since January 1, 2004? What principal factors affected any changes in demand?

a) **United States:**

Increased Unchanged Decreased Fluctuated

b) **Outside the United States:** (Specify below the countries/areas that you refer to outside of the United States)

Increased Unchanged Decreased Fluctuated

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

Section III-B.--PRICE-RELATED QUESTIONS

Substitution in demand refers to products that can, based on market price considerations and consumer /industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/ industrial users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand in the U.S. market between circular welded pipe and alternative products in the following question.

III-B-17. a) Please list in descending order of importance the top two products that may substitute for circular welded pipe, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2004-March 2007, and show the type of circular welded pipe product for which each alternative product is the most probable substitute.

- 1. _____
- 2. _____

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/end-use product(s) in which they may substitute for each other.

- 1. _____
- 2. _____

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the circular welded pipe product? What is the time lag for any such impact and does this vary by type of circular welded pipe or final end-use?

- 1. _____

- 2. _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest U.S. customers for circular welded pipe imported from China during January 2004-March 2007. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on short tons) of your firm's total U.S. sales of its imported circular welded pipe from China that each of these customers accounted for in 2006. For any customers related to your firm, place an R by the name of each such customer.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2006 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					