

U.S. PURCHASERS' QUESTIONNAIRE
CERTAIN OIL COUNTRY TUBULAR GOODS FROM CHINA

This questionnaire must be received by the Commission by no later than October 15, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping duty investigations concerning OCTG from China (Inv. Nos. 701-TA-463 and 731-TA-1159 (Final)). 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)). Further information on this questionnaire can be obtained from Ioana Mic (202-205-3196).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased OCTG (as defined in the instruction booklet) from <u>any</u> source at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)

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

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

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

PART I.—GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____hours _____dollars

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

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

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

No Yes--List the following information

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

PART I.--GENERAL INFORMATION--Continued

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

No Yes--List the following information

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

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

No Yes--List the following information

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

PART II.--PURCHASES

II-1. Who should be contacted regarding the requested purchase information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

II-2. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of seamless and/or welded OCTG. Report based on delivery date, not order date.

(Quantity in short tons, value in \$1,000)				
Item	2006	2007	2008	Jan.-Sept. 2009
Purchases of SEAMLESS OCTG produced in the United States:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of SEAMLESS OCTG produced in China:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of SEAMLESS OCTG produced in all other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

(Quantity in short tons, value in \$1,000)				
Item	2006	2007	2008	Jan.-Sept. 2009
Purchases of WELDED OCTG produced in the United States:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of WELDED OCTG produced in China:				
<i>Quantity</i>				
<i>Value</i>				
Purchases of WELDED OCTG produced in all other countries:¹				
<i>Quantity</i>				
<i>Value</i>				
¹ Please identify these countries: _____				

For all subsequent questions, please indicate if your responses differ based on time period, source of supply, or form of OCTG (e.g., seamless or welded casing, tubing, or coupling stock).

PART II.--PURCHASES--Continued

II-3. If the relative shares of your firm's total purchases of OCTG from different sources (both domestic and foreign) have changed since January 1, 2006, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-4. If your firm has purchased OCTG from only one country, please explain the reasons for doing so.

II-5. Please discuss changes in the levels of your firm's purchases of OCTG. Please indicate the reasons for any substantive change, the impact of shifting demand in the OCTG market, whether and to what extent your firm anticipated such shifts, your firm's reaction to shifting demand, and your firm's reaction to changes in the relative availability or price level of OCTG from different domestic and import sources of supply.

PART II.--PURCHASES--Continued

II-6. Report your firm's inventories of OCTG purchased by your firm during the specified periods.

Quantity (in short tons)					
Item	Calendar years			January-September	
	2006	2007	2008	2008	2009
End-of-period inventories of OCTG from the United States					
End-of-period inventories of OCTG from China					
End-of-period inventories of OCTG from other countries					

II-7. Please discuss changes in the levels of your firm's inventories of OCTG. Please discuss changes in the levels of your firm's purchases of OCTG. Please indicate the reasons for any substantive change, the impact of shifting demand in the OCTG market, whether and to what extent your firm anticipated such shifts, your firm's reaction to shifting demand, and your firm's reaction to changes in the relative availability or price level of OCTG from different domestic and import sources of supply.

II-8. Please discuss your firm's relative purchases and inventories of seamless and welded OCTG. To what extent do the availability, market demand, and price levels of seamless OCTG affect those for welded OCTG, and vice-versa?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Who should be contacted regarding the requested information on market characteristics and purchasing practices?

Company contact: _____
Name and title

() _____
Phone number E-mail address

III-2. Which of the following best describes your firm as a purchaser of OCTG (check all that apply, noting the specific end uses if known)?

- End user (_____)
- Distributor (_____)
- Other (Describe _____)

III-3. (a) If your firm is a distributor or reseller of OCTG, what are the major types of consumers to which you sell OCTG?

(b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase OCTG?

III-4. If your firm is an end user of OCTG, list in order of quantity of OCTG consumed, the top 3 products for which your firm purchases OCTG as a component part or input. Please indicate what percentage of the total cost is accounted for by OCTG.

Product(s) you produce	Percent of cost accounted for by OCTG

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. (a) If your firm is an end user of OCTG, has the demand for your firm's final products incorporating OCTG changed since January 1, 2006?

- Increased Decreased Fluctuated No change

(b) If you have indicated that demand changed, please provide the factors that were responsible for such change, specify the time period involved, and explain how this change had any effect on your firm's demand for OCTG.

III-6. (a) How has the demand within the United States for OCTG changed since January 1, 2006?

- Increased Decreased Fluctuated No change

(b) If you have indicated that demand for OCTG changed, please provide the factors that were responsible for such change, and specify the time period involved.

(c) How has the demand outside the United States (if known) for OCTG changed since January 1, 2006?

- Increased Decreased Fluctuated No change

(d) If you have indicated that demand for OCTG outside the United States changed, please provide the factors that were responsible for such change, and specify the time period involved.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-7. (a) Is the OCTG market subject to business cycles or conditions of competition distinctive to OCTG?

- No Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for OCTG since January 1, 2006 affected the business cycles or conditions of competition distinctive to OCTG?

- No Yes--Please explain any such changes.

III-8. (a) Can other products be substituted for OCTG?

- No Yes--Please list these substitute products in order of importance.

(i) _____

(ii) _____

(iii) _____

(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 OCTG?

- No Yes--To what degree do changes in their prices affect the price for OCTG? 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 OCTG or final end use?

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Are you aware whether the OCTG you are purchasing is U.S.-produced or imported?

- Always Usually Sometimes Never

III-10. Do you know the manufacturer of the OCTG that you purchase?

- Always Usually Sometimes Never

III-11. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

- Always Usually Sometimes Never

III-12. Have you made significant changes in your purchasing patterns (e.g., frequency) since January 1, 2006?

- No Yes-- Please describe.

III-13. How many suppliers do you generally contact before making a purchase?

III-14. Have you changed suppliers since January 1, 2006?

- No Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

III-15. Are you aware of any new suppliers, either foreign or domestic, that have entered the market since January 1, 2006?

- No Yes--Please identify the firms.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-16. Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the OCTG they sell to your firm?

- No Yes--_____ percent of purchases in 2008 Yes--All purchases

Please provide a general description of the certification or qualification process and the time required.

III-17. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

III-18. Since January 1, 2006, have any domestic or foreign producers failed in their attempts to certify or qualify their OCTG with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-19. Since January 1, 2006, have any of your suppliers refused, declined, or been unable to supply OCTG? (Examples include being placed on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)? *With respect to timely shipment commitments, you may wish to refer to the average lead times for individual suppliers.*

- No Yes--Please note and document the time period(s) (i.e., month and year), the supplier involved; and the amount of OCTG involved.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. (a) Focusing specifically on 2008, please describe your experiences obtaining OCTG from U.S. suppliers, Chinese suppliers, and other import suppliers. How did your relationships with these different suppliers change through 2008?

(b) If you have written communications from U.S. suppliers, Chinese suppliers, or other imports suppliers about their ability, willingness, and prices to provide OCTG during this period, please provide copies of those communications with your response.

III-21. Please describe the lag time between order placement and delivery of OCTG from different sources, and indicate whether and to what extent lag times have changed since 2006, particularly during periods of rising or falling demand.

(a) Domestically-produced OCTG

(b) OCTG imported from China

(c) OCTG imported from countries other than China

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-22. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for OCTG.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-22. (b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase OCTG for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

(i) _____

(ii) _____

(iii) _____

Other factors or comments: _____

III-23. What characteristics does your firm consider when determining the quality of OCTG?

III-24. How often does your firm purchase the OCTG that is offered at the lowest price?

Always Usually Sometimes Never

III-25. Please list the names of any firms you considered price leaders in the OCTG market since January 1, 2006. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

III-26. Please describe how the above firm(s) exhibited price leadership.

PART IV.--OCTG COMPARISONS

IV-1. Who should be contacted regarding the requested information on product comparisons?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

IV-2. Please indicate the countries of origin for OCTG for which your firm has actual marketing/pricing knowledge.

- United States
- China
- Other countries (Please specify: _____)

IV-3. Is OCTG produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	China	Canada	Germany	Japan	Korea	Other countries
United States						
China						
¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of OCTG, identify the country-pair and report the advantages or disadvantages imparted by such factors: _____ _____ _____ _____ _____ _____						

PART IV.--OCTG COMPARISONS--Continued

IV-4. Do you or your customers ever specifically order OCTG from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why OCTG from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain grades/types/sizes of OCTG available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-6. If you purchased OCTG from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.--OCTG COMPARISONS--Continued

IV-7. Continued.

Quality	OCTG from _____ compared to OCTG from _____			OCTG from _____ compared to OCTG from _____			OCTG from _____ compared to OCTG from _____		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.--OCTG COMPARISONS--Continued

IV-8. (a) How often does domestically produced OCTG meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Never

(b) How often does imported subject OCTG from China meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Never

(c) How often does imported nonsubject OCTG meet minimum quality specifications for your uses or your customers' uses?

From: _____

- Always Usually Sometimes Never

From: _____

- Always Usually Sometimes Never

From: _____

- Always Usually Sometimes Never

From: _____

- Always Usually Sometimes Never

PART V.—SUPPLIER IDENTIFICATION

V-1. Please provide the names and addresses of your firm's five largest suppliers of OCTG purchased since January 1, 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of OCTG that each of these suppliers accounted for in 2008 and January-September 2009.

No.	Supplier's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 purchases (%)	Share of 2009 purchases (%)
1						
2						
3						
4						
5						