

CANADIAN INTERNATIONAL TRADE TRIBUNAL

PRODUCERS' QUESTIONNAIRE

OIL AND GAS WELL CASING

INQUIRY NO. NQ-2007-001

The information requested in this questionnaire is for use by the Canadian International Trade Tribunal (the Tribunal) in connection with its inquiry respecting **the dumping and subsidizing of seamless carbon or alloy steel oil and gas well casing, whether plain end, beveled, threaded or threaded and coupled, heat-treated or non-heat-treated, meeting American Petroleum Institute specification 5CT, with an outside diameter not exceeding 11.75 inches (298.5 mm), in all grades, including proprietary grades, originating in or exported from the People's Republic of China (the subject goods).**

Although the product definition for the imports of subject goods covers seamless oil and gas well casing, the Tribunal, for the purposes of its inquiry, is collecting data regarding electric resistance welded (ERW) oil and gas well casing.

The information is requested pursuant to subsection 17(2) of the *Canadian International Trade Tribunal Act* and is for use by the Tribunal in connection with the inquiry it initiated under section 42 of the *Special Import Measures Act*. The requested information is needed to supplement data available from other sources.

As a domestic producer of seamless or electric resistance welded (ERW) oil and gas well casing, you are required to complete the relevant questionnaire and may return the completed questionnaire, without the instruction pages, using one of the following methods, **no later than December 4, 2007**.

1. sent as an electronic version on diskette or CD or, as a hard copy to the Secretary, Canadian International Trade Tribunal, Standard Life Centre, 333 Laurier Avenue West, 15th Floor, Ottawa, Ontario K1A 0G7; or
2. by using the Tribunal's Secure E-filing Service as explained below and in the Tribunal's notice of commencement of inquiry dated November 13, 2007.

Filing an electronic version of your response is the Tribunal's preference. Completed questionnaire(s) should be filed **EITHER** electronically **OR** in hard copy, but **NOT BOTH**.

In conducting this inquiry, the Tribunal is required to gather the best possible evidence. It is in your interest to ensure that your responses to the questionnaire are accurate, complete and returned to the Tribunal on time.

Information that is confidential in nature will be treated in accordance with sections 43 to 49 of the *Canadian International Trade Tribunal Act*, which require that it shall not be made public in such a manner as to be available for the use of any business competitor or rival of the reporting person, firm or corporation.

Note: Oil and gas well casing refers to both seamless and electric resistance welded (ERW) oil and gas well casing unless otherwise specified, meeting API 5CT specification including proprietary grades, with an outside diameter not exceeding 11.75 inches (298.5 mm).

GENERAL INSTRUCTIONS

1. The questionnaires are divided as follows:
 - The Producers' Questionnaire is divided into three parts:
 - PART I — deals with information that is **public** in nature. Requests to treat any of this information as confidential **must** be fully justified in writing and be accompanied by a redacted public version. PART I deals with general firm, industry data and product specific information.
 - PART II — deals with information that is **confidential** in nature and relates to the firm as a whole.
 - PART III — deals with information that is **confidential** in nature and relates to product specific information.
2. If your firm has more than one location, facility or outlet, please ensure that you submit to the Tribunal a consolidated reply to the questionnaire.
3. If the answer to any question is "none," "not applicable" or "not available," please indicate which of these situations applies rather than leave the space blank.
4. Completed questionnaire(s) can be filed with the Tribunal electronically using the Tribunal's Secure E-filing Service, or by providing a diskette or CD. If you cannot prepare an electronic version of your response, which is the Tribunal's preference, please file a hard copy with the Tribunal. Completed questionnaire(s) should be filed **EITHER** electronically **OR** in hard copy, but **NOT BOTH**.
5. All information is requested on a **calendar-year** basis. Where adjustments are required to comply with the Tribunal's request, please identify the adjustments and give a full explanation of how they were made.
6. Please ensure that calculations provided in the questionnaire schedules reconcile by checking the reported data.
7. If the information requested is not readily available from your records in exactly the form requested, please furnish prepared estimates, with a full explanation of the methodology used to prepare these estimates.
8. Necessary comments or explanations with respect to any question should be made in the space provided or on separate sheets, and attached to the questionnaire.
9. Financial working papers and production process flow charts should be stored in separate electronic files on the diskette or CD if an electronic version of the completed questionnaire is sent to the Tribunal. Further explanations to supplement your answers to questions should be stored and sent to the Tribunal as indicated above. If you are forwarding to the Tribunal a paper copy of the completed questionnaire, please also send a paper copy of the above-mentioned support documents. You must ensure that these documents are provided in a photo-copy ready format, unbound, in either English or French and **ONLY** the relevant pages that cover the product in question should be submitted.
10. Any questions relating to this questionnaire should be directed to Shiu-Yeu Li at 613-990-8721, or shiu-yeu.li@citt-tcce.gc.ca; or Simon Glance at 613-990-8142, or simon.glance@citt-tcce.gc.ca.
11. **Please remove instruction pages before you return your questionnaire(s) to the Tribunal.**

PRODUCT CATEGORY DEFINITIONS

Oil and gas well casing covered by this questionnaire include:

CATEGORY 1	Seamless High-strength ¹ Oil and Gas Well Casing
CATEGORY 2	Seamless Low-strength ² Oil and Gas Well Casing
CATEGORY 3	ERW High-strength ¹ Oil and Gas Well Casing
CATEGORY 4	ERW Low-strength ² Oil and Gas Well Casing

1. Oil and gas well casing, normalized or heat-treated, with a minimum yield strength of 80 kilograms per square inch (ksi) or greater.
2. Oil and gas well casing with a minimum yield strength less than 80 ksi.

Imports of **seamless** oil and gas well casing are commonly classified under the following Harmonized System classification numbers:

7304.29.00.11	7304.29.00.19	7304.29.00.21	7304.29.00.29
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Imports of **ERW** oil and gas well casing are commonly classified under the following Harmonized System classification numbers:

Prior to 2007:

7306.20.90.11	7306.20.90.19	7306.20.90.21	7306.20.90.29
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Since January 1, 2007:

7306.29.90.11	7306.29.90.19	7306.29.90.21	7306.29.90.29
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OTHER DEFINITIONS

Associated Firms: Firms that are related to each other in **any manner** other than an arm's length (independent) customer/supplier relationship. For example: firms are associated or related if an officer or director of one firm is an officer or director of the other, or if a firm directly or indirectly owns, holds or controls shares of the other firm, or if a firm is the exclusive distributor for another.

Delivery Costs: The average delivery costs (freight, handling and insurance), from the point of direct shipment in Canada to your customers, whether included in the selling value or incurred separately by your customers.

Direct Employment: Employees whose tasks can be readily traced (by observation) to the production of **oil and gas well casing** are properly considered direct labour costs in the firm's statement of cost of goods manufactured for **oil and gas well casing** in response to question 35 in the "Financial" section of the Producers' Questionnaire.

Indirect Employment: Includes plant personnel such as supervisors, superintendents and quality control employees, but does not include sales and administrative personnel.

High-Strength Oil and gas well casing, normalized or heat-treated, with a minimum yield strength of 80 kilograms per square inch (ksi) or greater.

- Low-Strength** Oil and gas well casing with a minimum yield strength less than 80 ksi.
- Net Delivered Purchase Value:** The net delivered purchase value is the laid-in cost net of all cash, quantity or deferred discounts, allowances, taxes, rebates and incentives, but **including** delivery costs (freight, handling and insurance) to your warehouse.
- Net Delivered Selling Value:** The net delivered selling value includes sales to a third party or an affiliate at market value and excludes any transfer to related parties. It is net of all cash, quantity or deferred discounts, allowances and taxes **whether or not shown on the invoice**. These discounts, allowances and taxes include, but are not limited to, discounts and cash discounts, rebates and incentives. However, it **includes** all delivery costs (freight, handling and insurance) from the point of direct shipment in Canada paid by your firm and included in the selling price or an estimate of the delivery costs incurred by your customer.
- Period of Inquiry:** This inquiry covers the period from January 1, 2004, to September 30, 2007.
- Practical Plant Capacity:** This is the greatest level of output from the machinery and equipment used in the production of **oil and gas well casing, whether seamless or ERW**, that your plant can achieve on a continuous basis within the framework of a realistic work pattern. Consideration should be given to the typical product mix, number of shifts per day, annual operating days, etc., experienced during the past five years.
- Units of Volume:** All responses to volume questions in the questionnaires should be expressed in metric tonnes (tonnes).

CANADIAN INTERNATIONAL TRADE TRIBUNAL

PRODUCERS' QUESTIONNAIRE

OIL AND GAS WELL CASING

INQUIRY NO. NQ-2007-001

PART I - GENERAL

PUBLIC INFORMATION

Note: Information requested in this part is public. If the response to any question would divulge confidential business information, provide a redacted version and a complete version to be placed on the confidential record.

1. Please provide your firm's name and the following certification:

A) Name (in English and in French, if applicable):

E-mail Address	Web Site
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B) The undersigned certifies that the information herein supplied is complete and correct to the best of his/her knowledge and belief.

_____ Date	_____ Signature of Authorized Official
_____ Telephone	_____ Name of Authorized Official (Please print)
_____ Fax	_____ Title of Authorized Official (Please print)

2.

A) Please provide the names and addresses of any other firms (other locations, facilities and outlets) in Canada on behalf of which your firm is responding to this questionnaire.

_____	_____
E-mail Address	Web Site
_____	_____
E-mail Address	Web Site
_____	_____
E-mail Address	Web Site
_____	_____
E-mail Address	Web Site

B) For each plant identified in response to Question 2A), please identify the respective product lines produced at each plant in 2006.

Plant Location	Product Categories ¹ and Product Lines
_____	_____
_____	_____
_____	_____
_____	_____

1. Please refer to the Product Category Definitions on page iii in the instruction guide.

3. Please indicate, by checking the appropriate boxes, the activity(ies) respecting **oil and gas well casing** in which your firm was involved between January 1, 2004 to September 30, 2007.

	Seamless High-strength ¹	Seamless Low-strength ²	ERW High-strength ¹	ERW Low-strength ²
Producer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Importer from:				
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(specify country)				
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(specify country)				
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(specify country)				
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(specify country)				

1. Oil and gas well casing, normalized or heat-treated, with a minimum yield strength of 80 kilograms per square inch (ksi) or greater.
2. Oil and gas well casing with a minimum yield strength less than 80 ksi.

4. If your firm is wholly or partly owned by other firms involved in any manner with **oil and gas well casing, whether seamless or ERW**, whether upstream or downstream, please list the names and addresses of the other firms, and indicate the percent share of ownership or interest in your firm by the other firms.

Name	Address	Percent Share of Ownership
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

5. If your firm wholly or partly owns other firms involved with **oil and gas well casing, whether seamless or ERW**, whether upstream or downstream, please list their names and addresses, and indicate the extent of your firm's ownership or interest in those firms.

Name	Address	Percent Share of Ownership
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

6. If your firm is associated in any manner with other producers, importers, foreign producers, exporters, suppliers of raw materials used in the manufacture of **oil and gas well casing, whether seamless or ERW**, or customers that buy **oil and gas well casing, whether seamless or ERW**, either domestically or elsewhere in the world, please list those producers, importers, foreign producers, exporters, suppliers or customers and their addresses, indicate the nature of the association, describe the type of product these firms handle and their role in the industry.

Name	Address	Nature of Association ¹	Role in Industry ²
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

1. Please refer to definition of "associated firms" in the instruction guide.
 2. Excludes arm's length (independent) customers or suppliers.

7. Please provide details of any change in the majority ownership structure of your firm from January 1, 2004 to September 30, 2007.

8. Please provide a brief history of your firm, with particular emphasis on the production, marketing and distribution in Canada of **seamless and ERW oil and gas well casing**. The history, among other things, should cover the date of incorporation, corporate structure, the date that **oil and gas well casing** was first produced.

To the extent that your firm imports **oil and gas well casing, whether seamless or ERW**, please provide a brief history of your firm's import activity including the date **oil and gas well casing** was first imported and the country(ies) of origin of these imports.

9. Please identify the API 5CT grade and outside diameter range of **oil and gas well casing** that you produced in Canada, during the calendar year 2006.

	Grade(s)	Minimum Outside Diameter (millimetres)	Maximum Outside Diameter (millimetres)
Seamless Oil and Gas Well Casing	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
ERW Oil and Gas Well Casing	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
	_____	_____	_____

10. Have you permanently closed or otherwise disposed of any plants, product lines or processes producing **seamless or ERW oil and gas well casing** or made any significant asset disposals since January 1, 2004?

Yes

No

If so, please indicate the plant or major asset concerned and the date, location and reasons for the closure or disposal.

13. Please describe your methods of market promotion (i.e. how you encourage sales) for **oil and gas well casing, whether seamless or ERW**. If these methods have changed since January 1, 2004, and if your response differs by product category, please elaborate.

14. Please describe your channels of distribution as they pertain to **seamless or ERW oil and gas well casing**. If these channels have changed since January 1, 2004, please elaborate.

15. Please describe the current state and forecasts of the market inside and outside of Canada for **oil and gas well casing, whether seamless or ERW**. Also, please provide any documents or the names of any documents, such as studies or articles in trade journals, that you know provide a description of the current state and forecasts of the Canadian and world markets for **oil and gas well casing, whether seamless or ERW**.

16. If you are making any customer-specific allegations of lost sales, lost accounts, price reductions or price concessions in response to question 41 of this questionnaire, please provide here, the following public details from confidential Schedule XII (p. 44). Please make copies of this page and complete one copy for **each** injury allegation made in response to question 41.

Please ensure that this public summary is correlated to each confidential allegation in Schedule XII through the use of the same allegation number.

ALLEGATION NO: _____

<u>Domestic Producer's Offer</u>	<u>Competitor's Offer</u>
Nature of Allegation ¹ _____	Source of Product ² _____
Product Description _____	Product Description _____
Date of Transaction _____	

1. For example, loss of sales volume, lost account, price suppression and/or price erosion.
2. Country of origin.

17. If your firm publishes an annual report to shareholders, please provide either:
- a) One photocopy-ready copy, or
 - b) 25 printed copies
- of your annual reports since 2004.

- 18. In order to minimize the burden of responding to questionnaires on participants in Tribunal investigations, the Tribunal's staff is continually looking for ways to collect the information necessary for the proper conduct of an investigation with the least inconvenience to the respondents. We would welcome your suggestions for ways to streamline the data collection process and minimize the burden of questionnaire response. As well, we would appreciate the best estimate of the time required by your firm to complete this questionnaire.

Hours to complete: _____

Comments: _____

PART II – TOTAL FIRM INFORMATION**CONFIDENTIAL INFORMATION**

Note: Information requested in this part is considered to be confidential in nature and will be treated as such, in accordance with sections 43 to 49 of the *Canadian International Trade Tribunal Act*.

FIRM NAME: _____

FINANCIAL (TOTAL FIRM)

19. Please submit audited financial statements for your firm for the years 2004 to the present. If audited statements are not normally prepared, please forward the equivalent unaudited statements.

20. Please complete the income statement for your **total firm** as shown in Schedule I (p. 26) and the statement of cost of goods manufactured in Schedule II (p. 27). These statements are to be prepared using a full absorption costing method and are to be reported on a **calendar-year** basis.

PART III — PRODUCT SPECIFIC INFORMATION

CONFIDENTIAL INFORMATION

Note: Information requested in this part is considered to be confidential in nature and will be treated as such, in accordance with sections 43 to 49 of the *Canadian International Trade Tribunal Act*.

FIRM NAME: _____

SUPPLY AND DISPOSITION OF OIL AND GAS WELL CASING

- 21. Please provide your production, inventories, imports, transfers, sales in Canada and exports of **oil and gas well casing** as shown in Schedule III (starting on p. 28). Please make additional copies of Schedule III and complete one schedule for each product category, as appropriate, i.e. **seamless high-strength, seamless low-strength, ERW high-strength and ERW low-strength**.

- 22. Please describe the method used to value the inventories reported in Schedule III. Were there any changes in the method of valuation over the period January 1, 2004 to September 30, 2007? Please provide details of any major write-downs of inventory over the period.

23. Does the average volume of inventories of **oil and gas well casing** normally carried vary according to the time of the year? If typical volume of inventory that you maintain has changed significantly during the period from January 1, 2004, to September 30, 2007, please indicate how much it has changed and the reasons for this change. If your response differs by product category, please elaborate. Has this, in any way, affected your ability to supply your customers?

24. Please describe the method used to determine the value of your transfers to associated firms.

25. Please provide your import volume of seamless oil and gas well casing as shown in Schedule IV (p. 31). Please make additional copies of the schedule and complete one schedule for each country from which you imported seamless oil and gas well casing.

26. What is the potential for increasing your firm's volume of **exports of oil and gas well casing**?

REGIONAL SALES

27. Please provide an estimate, in percentage terms, of the regional distribution of the sales volume of **oil and gas well casing** that has been produced by your firm in 2006 and 2007, as requested below. If your regional distribution of sales has changed since January 1, 2004, please elaborate. Please make additional copies of the page and complete one page for each product category, as appropriate, i.e. **seamless high-strength**, **seamless low-strength**, **ERW high-strength** and **ERW low-strength**.

If your regional distribution of sales has changed since January 1, 2004, please elaborate.

**Regional Distribution of Sales Volume
of Seamless Oil and Gas Well Casing Produced by Your Firm
(%)**

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

PLEASE CHECK THE APPROPRIATE BOX:

HIGH-STRENGTH <input type="checkbox"/>	LOW-STRENGTH <input type="checkbox"/>	
	2006	2007
Atlantic Provinces	_____	_____
Quebec and Ontario	_____	_____
Manitoba and Saskatchewan	_____	_____
Alberta and British Columbia	_____	_____
Nunavut, Yukon and Northwest Territories	_____	_____
TOTAL	<u>100</u>	<u>100</u>

**Regional Distribution of Sales Volume
of ERW Oil and Gas Well Casing Produced by Your Firm
(%)**

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

PLEASE CHECK THE APPROPRIATE BOX:

HIGH-STRENGTH <input type="checkbox"/>	LOW-STRENGTH <input type="checkbox"/>	
	2006	2007
Atlantic Provinces	_____	_____
Quebec and Ontario	_____	_____
Manitoba and Saskatchewan	_____	_____
Alberta and British Columbia	_____	_____
Nunavut, Yukon and Northwest Territories	_____	_____
TOTAL	<u>100</u>	<u>100</u>

CAPACITY, CAPACITY UTILIZATION, EMPLOYMENT, HOURS WORKED AND WAGES

28. Please provide your production capacity,¹ testing capacity, heat-treating capacity, capacity utilization, employment, hours worked and wages for **oil and gas well casing** as shown in Schedule V (p. 32). Please make additional copies of the schedule and complete one schedule for each of the categories of product as appropriate, i.e. **seamless high-strength**, **seamless low-strength**, **ERW high-strength** and **ERW low-strength**, as indicated.

1. This is the greatest level of output from the machinery and equipment used in the production of **oil and gas well casing** that your plant can achieve on a continuous basis within the framework of a realistic work pattern.

29. Please explain in detail the method used to determine the practical plant capacity as reported in response to question 28. Where capacity has increased, please explain how this was achieved (i.e. purchase of new equipment, new production process, change in plant layout).

30. What other products, if any, can be produced with the same machinery and equipment used in the production of the **oil and gas well casing, whether seamless or ERW**, subject to this inquiry?

Other Products

31.

A) Has your firm expanded, curtailed or shut down production capacity and/or production of **oil and gas well casing, whether seamless or ERW**, since January 1, 2004?

Yes

No

If yes, please provide details.

B) Does your firm have any plans to expand, curtail or shut down production capacity and/or production of **oil and gas well casing, whether seamless or ERW**, in Canada in 2008, 2009 and 2010?

Yes

No

If yes, please describe those plans, including target dates and capacity/production quantities, and the plants involved and the reasons for the change.

32. For each year since January 1, 2004, please identify events (such as reduced hours of work; layoffs; strikes; and other plant shutdowns/closures) that affected your production of **oil and gas well casing, whether seamless or ERW** (for reasons other than holidays). For each event, please identify the year, the number of employees affected and the duration.

Year	Event	Number of Employees Affected	Duration
2004	_____	_____	_____
2005	_____	_____	_____
2006	_____	_____	_____
January 1 to September 30, 2007	_____	_____	_____

FINANCIAL

33. Please complete the income statements for **oil and gas well casing** in Schedule VI (p. 33).

Also, please complete the statement of cost of goods manufactured for **oil and gas well casing** in Schedule VII (p. 35).

Please make additional copies of the schedule and complete one schedule for each of the categories of product as appropriate, i.e. seamless high-strength, seamless low-strength, ERW high-strength and ERW low-strength, as indicated.

These statements are to be prepared using a **full absorption costing method** and are to be reported on a **calendar-year** basis.

In addition, please submit copies of the working papers used to prepare the allocations for 2006 and copies of supporting source documents (or summary reports) that supplied the data found on the working papers. If the methodology used to prepare the statements for earlier years was significantly different, also submit copies of the working papers and supporting documents for those years and indicate the differences.

34. In order to minimize the need for supplementary requests for information or cross-examination at the hearing, please describe your methods of allocating expenses to the **oil and gas well casing, whether seamless or ERW**, that you produce. For each expense item for which an allocation was required, describe exactly how the allocation was made, why it was reasonable to allocate that expense in this manner, and whether the method was applied consistently in each time period. Please copy and provide additional tables as necessary.

(i) Expense Item:

Allocation Method Used

Why Method is Reasonable

Used for All Periods (Y/N)?

(ii) Expense Item:

Allocation Method Used

Why Method is Reasonable

Used for All Periods (Y/N)?

(iii) Expense Item:

Allocation Method Used

Why Method is Reasonable

Used for All Periods (Y/N)?

35. Please complete Schedule VIII (p. 36) reporting the annual average unit cost of **each** of the major materials used in the production of **oil and gas well casing, whether seamless or ERW**, since January 1, 2004. In the last column, please provide the percentage of the total direct material costs represented by each material listed in 2006.

36. Please report your firm's new investments in plant facilities for **oil and gas well casing, whether seamless or ERW**, since January 1, 2004, and projected investments, as indicated in Schedule IX (p. 37). Please identify the plant at which each investment was made or is planned.

40. If you do not have price lists, explain the mechanism for calculating prices of **oil and gas well casing, whether seamless or ERW**, to your customers. How frequently are price adjustments made (daily, weekly, monthly)? Furthermore, please provide details of your price offers for **oil and gas well casing, whether seamless or ERW**, to the Canadian market and those that were realized, for the time periods listed below. If significant price variations exist, please explain. If your response differs by product category, please elaborate.

Q1 2006

Q2 2006

Q3 2006

Q4 2006

Q1 2007

Q2 2007

Q3 2007

INJURY ALLEGATIONS

41. According to the Tribunal's *Guideline on the Designation, Protection, Use and Transmission of Confidential Information* (the Guideline), "domestic producers are under no obligation to provide [customer-specific injury allegations] . . . , as these are not essential to the conduct of an inquiry or a review". However, where a party decides to submit customer-specific injury allegations, the Tribunal is interested in quality rather than quantity.

Having regard to the foregoing, if you wish to make customer-specific injury allegations for which you consider that imports of seamless oil and gas well casing have caused you to:

- lose accounts,
- lose some sales to an account (but not the whole account), and/or
- reduce or suppress prices to retain sales,

please provide the information requested in Schedule XII (p. 44). These allegations should be detailed, concrete, substantiated and verifiable. However, they should be limited in number to a sample (e.g. up to 10) which is reasonably representative or illustrative of the nature of the injury that is being alleged.

Notes:

- a) Any customer-specific injury allegations that are not submitted in response to this question will not be accepted at a later date, whether by way of written submissions or witness statements or during the hearing, unless the Tribunal is persuaded that there are compelling reasons for doing so.
- b) In accordance with the Guideline, some of the factors included in your injury allegations are considered by the Tribunal to be **public** in nature. These factors are indicated in Schedule XII (p. 44) by the letter "**P**". Accordingly, you are required to complete question 16, p. 9 in the public section of this questionnaire.
- c) Further, some of the factors in your confidential response to Schedule XII (p. 44) may be subject to "limited disclosure" to the party against whom you are making the allegation. These factors are indicated in Schedule XII by the letters "**LD**". (To facilitate and expedite any "limited disclosure", you are invited to prepare, when you complete the questionnaire, a "limited disclosure" version of these allegations. This version is not to be included in reply to this questionnaire, but would be given, by you or your counsel, to a party requesting the "limited disclosure" after the party has filed a confidentiality undertaking with the Tribunal.)

NEGATIVE EFFECTS

42. With respect to **oil and gas well casing**, has your firm experienced any negative effects on any of the following factors? Please make additional copies of the page and complete one page for each product category, as appropriate, i.e. seamless high-strength, seamless low-strength, ERW high-strength and ERW low-strength.

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

Seamless Oil and Gas Well Casing

PLEASE CHECK THE APPROPRIATE BOX:

HIGH-STRENGTH

LOW-STRENGTH

Negative Effects?

Yes

Return on Investment

Growth

Ability to Raise Capital

Cash Flow

Wages

Other Relevant Factors (specify)

ERW Oil and Gas Well Casing

PLEASE CHECK THE APPROPRIATE BOX:

HIGH-STRENGTH

LOW-STRENGTH

Negative Effects?

Yes

Return on Investment

Growth

Ability to Raise Capital

Cash Flow

Wages

Other Relevant Factors (specify)

43. For each of the factors for which your firm has experienced negative effects, explain what you believe was the cause of the negative effects reported. Please provide documentary substantiation to the extent available.

FORECASTS

44. Please provide any documents, plans, forecasts, market analyses, or other information setting out your firm's strategies and objectives, for the years 2008, 2009 and 2010 concerning the **oil and gas well casing, whether seamless or ERW**, you produce and other products made on the same production equipment, with respect to the following factors:

- production,
- purchases from domestic sources and from importers,
- imports;
- domestic sales from production,
- market size and growth,
- market share for your firm,
- price levels,
- financial performance,
- export sales,
- any change in product mix of production and sales,
- capacity and utilization levels, and
- investments.

Please provide the rationale and assumptions underlying these plans and forecasts, and indicate whether they were prepared internally or by an outside consultant.

Note: These specific plans and forecasts may already be in the form of "business plans" or equivalent used by your firm. If these types of documents are readily available, you may submit them in lieu of the above. However, if no formal forecast documents exist, provide your firm's best estimates with regard to the above-mentioned factors.

You are **not** required to provide your firm's plans and forecasts dealing with products or activities **other than oil and gas well casing**.

SCHEDULE I

INCOME STATEMENT FOR THE TOTAL FIRM¹

(\$000)

	2004	2005	2006	Jan. 1 - Sept. 30 2006	Jan. 1 - Sept. 30 2007
Net Sales Volume (tonnes)	_____	_____	_____	_____	_____
Net Sales Value	_____	_____	_____	_____	_____
Cost of Goods Sold:					
Beginning Inventory	_____	_____	_____	_____	_____
Plus: Cost of Goods Manufactured (from Schedule II, p. 27)	_____	_____	_____	_____	_____
Less: Ending Inventory	_____	_____	_____	_____	_____
Cost of Goods Sold	_____	_____	_____	_____	_____
Gross Margin (Loss)	_____	_____	_____	_____	_____
General, Selling, Admin. Expenses	_____	_____	_____	_____	_____
Financial Expenses	_____	_____	_____	_____	_____
Net Income (Loss) Before Taxes	_____	_____	_____	_____	_____

1. **Total** results for all sales by your firm, including, but not limited to **oil and gas well casing**. Prepare this income statement using a **full absorption costing method**. Figures should all be reported on a **calendar-year** basis and should correspond to those reported in the firm's audited financial statements. If audited financial statements are prepared on a different basis and for a period other than the calendar year, please provide a reconciliation on a separate sheet or a separate file on diskette or CD, but not both.

SCHEDULE II

COST OF GOODS MANUFACTURED FOR THE TOTAL FIRM¹

(\$000)

	2004	2005	2006	Jan. 1 - Sept. 30 2006	Jan. 1 - Sept. 30 2007
Volume of Goods Manufactured (tonnes)	_____	_____	_____	_____	_____
Beginning Inventory of Goods in Process	_____	_____	_____	_____	_____
Direct Materials Used	_____	_____	_____	_____	_____
Direct Labour	_____	_____	_____	_____	_____
Factory Overhead	_____	_____	_____	_____	_____
Less: Ending Inventory of Goods in Process	_____	_____	_____	_____	_____
Cost of Goods Manufactured	_____	_____	_____	_____	_____

1. **Total** results for all products **manufactured** by your firm, including, but not limited to **oil and gas well casing**. The figures should all be reported on a **calendar-year** basis. Prepare this statement using a **full absorption costing method**. If audited financial statements are prepared on a different basis and for a period other than the calendar year, please provide a reconciliation on a separate sheet or include a separate file on the diskette or CD.

SCHEDULE III

SUPPLY AND DISPOSITION OF OIL AND GAS WELL CASING

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

<u>SEAMLESS HIGH-STRENGTH</u>	<input type="checkbox"/>	<u>SEAMLESS LOW-STRENGTH</u>	<input type="checkbox"/>
<u>ERW HIGH-STRENGTH</u>	<input type="checkbox"/>	<u>ERW LOW-STRENGTH</u>	<input type="checkbox"/>

	2004	2005	2006	Jan. 1 - Sept. 30	
				2006	2007
A. Beginning Inventory					
Volume (tonnes)	_____	_____	_____	_____	_____
Value (\$000)	_____	_____	_____	_____	_____
B. Production Volume¹ (tonnes)	_____	_____	_____	_____	_____
C. Imports^{2,3,*}					
1. Originating in: <u>China</u>					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Purchase Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
2. Originating in*: <u>the United States</u>					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Purchase Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
D. Domestic Sales From Domestic Production^{4,5,6}					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
E. Transfers to Domestic Associated Firms					
Volume (tonnes)	_____	_____	_____	_____	_____
Value (\$000)	_____	_____	_____	_____	_____
Unit Value (\$/tonne)	_____	_____	_____	_____	_____
F. Sales in Canada From Imports^{5,7,*}					
1. Originating in: <u>China</u>					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
2. Originating in*: <u>the United States</u>					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
G. Export Sales From Domestic Production^{4,5,8}					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
H. Export Sales From Imports^{5,8,*}					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
I. Transfers to Foreign Associated Firms					
Volume (tonnes)	_____	_____	_____	_____	_____
Value (\$000)	_____	_____	_____	_____	_____
Unit Value (\$/tonne)	_____	_____	_____	_____	_____
J. Ending Inventory					
Volume (tonnes)	_____	_____	_____	_____	_____
Value (\$000)	_____	_____	_____	_____	_____

* To report imports and sales from imports for additional non-subject countries, please use the tables on the next page.
See Notes on page 30.

SCHEDULE III (continued)

SUPPLY AND DISPOSITION OF OIL AND GAS WELL CASING

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

<u>SEAMLESS HIGH-STRENGTH</u> <input type="checkbox"/>	<u>SEAMLESS LOW-STRENGTH</u> <input type="checkbox"/>
<u>ERW HIGH-STRENGTH</u> <input type="checkbox"/>	<u>ERW LOW-STRENGTH</u> <input type="checkbox"/>

PLEASE MAKE COPIES OF THIS PAGE AS REQUIRED TO REPORT IMPORTS FROM ADDITIONAL COUNTRIES

	2004	2005	2006	<u>Jan. 1 - Sept. 30</u>	
				2006	2007
C. Imports^{2,3}					
Originating in: _____ (specify country)					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Purchase Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
Originating in: _____ (specify country)					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Purchase Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
Originating in: _____ (specify country)					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Purchase Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
F. Sales in Canada From Imports^{5,7}					
Originating in: _____ (specify country)					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
Originating in: _____ (specify country)					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____
Originating in: _____ (specify country)					
Volume (tonnes)	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____

NOTE: You are required to report your imports of oil and gas well casing, whether seamless or ERW, for each country (subject and non-subject) from which you were the importer of record during the Tribunal's period of inquiry (i.e. January 1, 2004, to September 30, 2007).

Notes:

1. Report **only** your production (which includes production destined for domestic and export sales and for sales to associated firms).
2. Report **only** imports which **originated** from the specified countries and which have entered Canada, have been cleared by the Canada Border Services Agency and for which you were the **importer of record** for customs purposes. Thus, imported goods purchases from a non-resident importer or supplier that is the importer of record should be excluded.
3. For **imports**, the net delivered purchase value is the laid-in cost net of cash, quantity or deferred discounts, allowances, taxes, rebates and incentives, but **including** all import costs such as customs and other duties, brokerage fees and delivery costs (freight, handling and insurance) to your warehouse. The net delivered purchase value should be stated in Canadian dollars as declared for Customs purposes.
4. Report **only** those sales from your firm's production. Thus, sales of goods purchased from other Canadian producers should be excluded.
5. Sales data are to be reported on the date of shipment to the customer or the customer's warehouse. For all sales, the net delivered selling value is net of all cash, quantity or deferred discounts, allowances and taxes **whether or not shown on every invoice**. These discounts, allowances and taxes include, but are not limited to, discounts and cash discounts, rebates and incentives. However, it **includes** delivery costs (freight, handling and insurance) from the point of direct shipment in Canada paid by your firm and included in the selling price or an estimate of the delivery costs incurred by the purchaser in Canadian dollars.
6. Include all transfers to associated Canadian firms reported in questions 4 to 6.
7. Report **only** those sales from imports for which you were the **importer of record**.
8. Export sales should include sales to a third party or an affiliate located outside Canada, at market value.
9. Please ensure that the above data reconcile as follows:
 - Beginning Inventory (A) plus [Production (B) plus Total Imports (C) less Domestic Sales From Domestic Production (D) less Transfers to Domestic Associated Firms (E) less Total Sales in Canada From Imports (F) less Export Sales From Domestic Production (G) less Export Sales From Imports (H) less Transfers to Foreign Associated Firms (I)] should equal Ending Inventory (J). In the event that the reported data do not reconcile in this manner, please explain. (Beginning Inventory (A)+ [B + C - D - E - F - G - H - I from Schedule III (starting on p. 28)] = Ending Inventory (J).

SCHEDULE IV

IMPORT VOLUME OF SEAMLESS OIL AND GAS WELL CASING

PLEASE MAKE ADDITIONAL COPIES OF THIS PAGE AS REQUIRED

**Canada Border Services Agency's
Period of Investigation**

**Dumping
July 1, 2006 to
June 30, 2007**

**Subsidizing
January 1, 2006 to
June 30, 2007**

ORIGINATING IN OR EXPORTED FROM: _____
(specify country)

Seamless Oil and Gas Well Casing

High-strength (tonnes) _____

Low-strength (tonnes) _____

Total Seamless (tonnes) _____

ORIGINATING IN OR EXPORTED FROM: _____
(specify country)

Seamless Oil and Gas Well Casing

High-strength (tonnes) _____

Low-strength (tonnes) _____

Total Seamless (tonnes) _____

ORIGINATING IN OR EXPORTED FROM: _____
(specify country)

Seamless Oil and Gas Well Casing

High-strength (tonnes) _____

Low-strength (tonnes) _____

Total Seamless (tonnes) _____

SCHEDULE V

CAPACITIES, CAPACITY UTILIZATION, EMPLOYMENT, HOURS WORKED AND WAGES

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS HIGH-STRENGTH	<input type="checkbox"/>	SEAMLESS LOW-STRENGTH	<input type="checkbox"/>
ERW HIGH-STRENGTH	<input type="checkbox"/>	ERW LOW-STRENGTH	<input type="checkbox"/>

	2004	2005	2006	<u>Jan. 1 - Sept. 30</u>	
				2006	2007
A. Production Capacity¹ (tonnes)	_____	_____	_____	_____	_____
B. Testing Capacity² (tonnes)	_____	_____	_____	_____	_____
C. Heat-treating Capacity (tonnes)	_____	_____	_____	_____	_____
D. Production (tonnes) (from Schedule III, starting on p. 28)	_____	_____	_____	_____	_____
E. Capacity Utilization (%) (Total B/A*100)	_____	_____	_____	_____	_____
F. Production of Other Products on the Same Equipment Used in Oil and gas Well Casing Production (tonnes)	_____	_____	_____	_____	_____
G. Direct Employment					
Number of Employees	_____	_____	_____	_____	_____
Hours Worked (000)	_____	_____	_____	_____	_____
Total Wages Paid (\$000)	_____	_____	_____	_____	_____
H. Indirect Employment					
Number of Employees	_____	_____	_____	_____	_____
Hours Worked (000)	_____	_____	_____	_____	_____
Total Wages Paid (\$000)	_____	_____	_____	_____	_____

1. This is the greatest level of output from the machinery and equipment used in the production of oil and gas well casing that your plant can achieve on a continuous basis within the framework of a realistic work pattern. Consideration should be given to the typical product mix, number of shifts per day, annual operating days, etc., experienced during the past five years.
2. Testing capacity may include operations such as non-destructive examination (NDE) by electro-magnetic inspection (EMI) and ultrasonic (UT) inspection, magnetic particle inspection, testing for hardness, tensile, impact, microstructure and corrosion properties, and hydro testing.

SCHEDULE VI

INCOME STATEMENT FOR OIL AND GAS WELL CASING^{1,2}

(\$000)

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

<u>SEAMLESS HIGH-STRENGTH</u>	<input type="checkbox"/>	<u>SEAMLESS LOW-STRENGTH</u>	<input type="checkbox"/>
<u>ERW HIGH-STRENGTH</u>	<input type="checkbox"/>	<u>ERW LOW-STRENGTH</u>	<input type="checkbox"/>

	2004	2005	2006	<u>Jan. 1 - Sept. 30</u>	
				2006	2007
I. Sales for Domestic Consumption From Domestic Production³					
Net Sales Volume (tonnes) ⁴ (from Schedule III, p. 28)	_____	_____	_____	_____	_____
Net Sales Value ⁵	_____	_____	_____	_____	_____
Cost of Goods Sold:					
Beginning Inventory ⁶	_____	_____	_____	_____	_____
Plus: Cost of Goods Manufactured (from Schedule VII, p. 35)	_____	_____	_____	_____	_____
Less: Ending Inventory ⁶	_____	_____	_____	_____	_____
Less: Cost of Goods Sold	_____	_____	_____	_____	_____
Gross Margin (Loss)	_____	_____	_____	_____	_____
General, Selling, Admin. Expenses	_____	_____	_____	_____	_____
Financial Expenses	_____	_____	_____	_____	_____
Net Income (Loss) Before Taxes	_____	_____	_____	_____	_____
II. Export Sales From Domestic Production³					
Net Sales Volume (tonnes) ⁴ (from Schedule III, p. 28)	_____	_____	_____	_____	_____
Net Sales Value ⁵	_____	_____	_____	_____	_____
Cost of Goods Sold:					
Beginning Inventory ⁶	_____	_____	_____	_____	_____
Plus: Cost of Goods Manufactured (from Schedule VII, p. 35)	_____	_____	_____	_____	_____
Less: Ending Inventory ⁶	_____	_____	_____	_____	_____
Less: Cost of Goods Sold	_____	_____	_____	_____	_____
Gross Margin (Loss)	_____	_____	_____	_____	_____
General, Selling, Admin. Expenses	_____	_____	_____	_____	_____
Financial Expenses	_____	_____	_____	_____	_____
Net Income (Loss) Before Taxes	_____	_____	_____	_____	_____

See Notes on page 34.

Notes:

1. Prepare this income statement using a **full absorption costing method**. The figures should all be reported on a **calendar-year** basis. If audited financial statements are prepared on a different basis and for a period other than the calendar year, please provide a reconciliation on a separate sheet and also include a separate file on the diskette.
2. Attach **working papers** and supporting source documents (or summary reports) used in the preparation of the results for domestic and export sales for 2006. If the methods of preparation differed significantly for earlier years, also provide working papers and source documents for those years. Save the working papers in a separate file on the diskette, if you are responding electronically.
3. Sales data are to be reported on the date of shipment to the customer or the customer's warehouse.
4. The "net sales volume" reported under (I) should equate the volume of domestic sales from your domestic production provided under (D) in Schedule III (starting on p. 28). The "net sales volume" reported under (II) should equate the volume of export sales provided under (G) in Schedule III (starting on p. 28).
5. The "**net sales value**" reported in the income statement may differ from the "**net delivered selling value**" for domestic sales and/or export sales reported in Schedule III (p. 28) to the extent that an estimate of the delivery costs (rather than actual delivery costs paid by your firm) has been included in the "**net delivered selling value**" in Schedule III.
6. If inventory values do not correspond to the values reported in Schedule III (p. 28), please provide a reconciliation and save the reconciliation in a separate file on diskette or CD, if you are responding electronically.

SCHEDULE VII

COST OF GOODS MANUFACTURED FOR OIL AND GAS WELL CASING¹

(\$000)

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS HIGH-STRENGTH **SEAMLESS LOW-STRENGTH**

ERW HIGH-STRENGTH **ERW LOW-STRENGTH**

	2004	2005	2006	<u>Jan. 1 - Sept. 30</u>	
				2006	2007
(i). For Domestic Consumption From Domestic Production					
Volume of Goods Manufactured (tonnes)²	_____	_____	_____	_____	_____
Beginning Inventory of Goods in Process	_____	_____	_____	_____	_____
Direct Materials Used	_____	_____	_____	_____	_____
Direct Labour	_____	_____	_____	_____	_____
Factory Overhead	_____	_____	_____	_____	_____
Less: Ending Inventory of Goods in Process	_____	_____	_____	_____	_____
Cost of Goods Manufactured³	_____	_____	_____	_____	_____
(ii). For Export Market From Domestic Production					
Volume of Goods Manufactured (tonnes)²	_____	_____	_____	_____	_____
Beginning Inventory of Goods in Process	_____	_____	_____	_____	_____
Direct Materials Used	_____	_____	_____	_____	_____
Direct Labour	_____	_____	_____	_____	_____
Factory Overhead	_____	_____	_____	_____	_____
Less: Ending Inventory of Goods in Process	_____	_____	_____	_____	_____
Cost of Goods Manufactured³	_____	_____	_____	_____	_____

1. Prepare this statement using a **full absorption costing method**. The figures should all be reported on a **calendar-year** basis. If audited financial statements are prepared on a different basis and for a period other than the calendar year, please provide a reconciliation on a separate sheet and also include a separate file on the diskette.
2. The “volume of goods manufactured” reported under (i) + the “volume of goods manufactured” under (ii) = the “production volume” provided under (B) in Schedule III (starting on p. 28).
3. The “cost of goods manufactured” values provided under (I) and (II) should be reported respectively under (I) and (II) in Schedule VI (p. 33).

SCHEDULE VIII

**AVERAGE UNIT COST OF MAJOR MATERIALS USED IN
THE PRODUCTION OF OIL AND GAS WELL CASING**

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS

ERW

Material	Units ²	Annual Average Unit Cost (\$/unit)					Material Cost as a Percentage of Total Direct Material Costs ¹ 2006
		2004	2005	2006	January - September 2006 2007		
1. _____	_____	_____	_____	_____	_____	_____	_____
2. _____	_____	_____	_____	_____	_____	_____	_____
3. _____	_____	_____	_____	_____	_____	_____	_____
4. _____	_____	_____	_____	_____	_____	_____	_____
5. _____	_____	_____	_____	_____	_____	_____	_____
6. _____	_____	_____	_____	_____	_____	_____	_____
7. _____	_____	_____	_____	_____	_____	_____	_____

- Total direct material costs used for the percentage share calculation of **oil and gas well casing** should be equal to the direct material costs reported in Schedule VII (p. 35).
- Units reflect the quantity in which material are normally purchased (pounds, kg, tonnes, etc).

SCHEDULE X

SALES FROM DOMESTIC PRODUCTION TO THE FIVE LARGEST ACCOUNTS¹

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS HIGH-STRENGTH **SEAMLESS LOW-STRENGTH**
ERW HIGH-STRENGTH **ERW LOW-STRENGTH**

	Q1 2006	Q2 2006	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007
1. DOMESTIC SALES FROM DOMESTIC PRODUCTION^{2,3,4}							
(i) Account: _____							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) Account: _____							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) Account: _____							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) Account: _____							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(v) Account: _____							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____

See Notes on p. 42.

SCHEDULE X (continued)

SALES FROM IMPORTS TO THE FIVE LARGEST ACCOUNTS¹

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS HIGH-STRENGTH **SEAMLESS LOW-STRENGTH**
ERW HIGH-STRENGTH **ERW LOW-STRENGTH**

	Q1 2006	Q2 2006	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007
2. SALES IN CANADA FROM IMPORTS^{2,4,5}							
I Account: _____							
(i) China							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(v) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
II Account: _____							
(i) China							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(v) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____

See Notes on p. 42.

SCHEDULE X (continued)

SALES FROM IMPORTS TO THE FIVE LARGEST ACCOUNTS¹

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS HIGH-STRENGTH	<input type="checkbox"/>	SEAMLESS LOW-STRENGTH	<input type="checkbox"/>
ERW HIGH-STRENGTH	<input type="checkbox"/>	ERW LOW-STRENGTH	<input type="checkbox"/>

	Q1 2006	Q2 2006	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007
2. SALES IN CANADA FROM IMPORTS^{2,4,5,6}							
III Account: _____							
(i) China							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(v) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
IV Account: _____							
(i) China							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(v) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____

See Notes on p. 42.

SCHEDULE X (continued)

SALES FROM IMPORTS TO THE FIVE LARGEST ACCOUNTS¹

PLEASE COPY AND COMPLETE ONE TABLE FOR EACH CATEGORY, AS APPROPRIATE

SEAMLESS HIGH-STRENGTH	<input type="checkbox"/>	SEAMLESS LOW-STRENGTH	<input type="checkbox"/>
ERW HIGH-STRENGTH	<input type="checkbox"/>	ERW LOW-STRENGTH	<input type="checkbox"/>

	Q1 2006	Q2 2006	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007
2. SALES IN CANADA FROM IMPORTS^{2,4,5,6}							
V Account: _____							
(i) China							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(v) Other: _____ (specify country)							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____

See Notes on p. 42.

Notes:

1. Largest accounts by volume in 2006.
2. Sales data are to be reported on the date of shipment to the customer or the customer's warehouse.
3. The reply should cover **only** those sales from your firm's production. Thus, sales of goods purchased from other Canadian producers should be excluded.
4. For all **sales**, the net delivered selling value is **net** of cash, quantity or deferred discounts, allowances and taxes **whether or not shown on every invoice**. These discounts, allowances and taxes include, but are not limited to, discounts and cash discounts, rebates and incentives. However, it **includes** delivery costs (freight, handling and insurance) from the point of direct shipment in Canada paid by your firm and included in the selling price or an estimate of the delivery costs incurred by the purchaser in Canadian dollars.
5. The reply should cover **only** those sales from imports for which you were the **importer of record**.
6. Please make additional copies of the schedule and complete one schedule for each other country from which you imported **oil and gas well casing**.

SCHEDULE XI

SALES OF BENCHMARK PRODUCTS

PLEASE MAKE ADDITIONAL COPIES OF THIS PAGE AS REQUIRED

Note: Please exclude all sales of unique and proprietary product that may fall within the specified API grades listed below

	Q1 2006	Q2 2006	Q3 2006	Q4 2006	Q1 2007	Q2 2007	Q3 2007
(A) DOMESTIC SALES FROM DOMESTIC PRODUCTION							
(i) J55¹							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) K55¹							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) L80							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) P110							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(B) DOMESTIC SALES FROM IMPORTS							
Country: _____ (specify country)							
(i) J55¹							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(ii) K55¹							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iii) L80							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____
(iv) P110							
Volume (tonnes)	_____	_____	_____	_____	_____	_____	_____
Net Delivered Selling Value (\$000)	_____	_____	_____	_____	_____	_____	_____
Average Unit Value (\$/tonne)	_____	_____	_____	_____	_____	_____	_____

Notes:

1. Excluding full length normalized (N), normalized and tempered (N&T), or quench and tempered (Q&T).

SCHEDULE XII

**MAJOR ACCOUNTS LOST OR PORTION OF ACCOUNTS LOST AND/OR PRICES
REDUCED OR SUPPRESSED FOR OIL AND GAS WELL CASING**

Allegation No.¹: _____

Name of Account: _____ **(LD)**

Address: _____ **(LD)**

Trade Level: _____ **(LD)**

Domestic Producer's Offer

Nature of the Alleged Injury²**(P)** _____

Product Description**(P)**
(including product category) _____

Date of Transaction**(P)** _____

Volume Offered (tonnes) _____

Volume Sold (tonnes) _____

Price Offered (\$/tonne) _____

Transaction Price (\$/tonne) _____

Competitor's Offer

Name of Competitor**(LD)** _____

Product Description**(P)** _____

Source of Product³**(P)** _____

Volume Offered **(LD)** (tonnes) _____

Volume Sold **(LD)** (tonnes) _____

Price Offered **(LD)** (\$/tonne) _____

Transaction Price **(LD)** (\$/tonne) _____

1. Please make copies of this schedule and complete one schedule for **each** injury allegation made; number each page consecutively with a separate allegation number.
 2. Accounts which were lost or for which you believe imports of **oil and gas well casing** caused a loss of sales volume and/or a reduction in prices.
 3. Country of export.
- (P)** - These factors are considered public. Accordingly, you are required to complete question 16, p. 9 in the public section of this questionnaire.
- (LD)** - These factors are subject to "limited disclosure" to the party against whom you are making the allegation.