

CANADIAN INTERNATIONAL TRADE TRIBUNAL

**PURCHASERS' QUESTIONNAIRE
ON MARKET CHARACTERISTICS**

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 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)**. The information is needed to supplement data available from other sources and is requested pursuant to subsection 17(2) of the *Canadian International Trade Tribunal Act*.

As a purchaser of seamless or electric resistance welded (ERW) oil and gas well casing, you are required to complete this questionnaire and may return the completed questionnaire, without the instruction pages, using one of the following methods, **no later than noon, November 23, 2007**:

1. 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.

In conducting this inquiry, the Tribunal is required to gather the best possible evidence. In order to obtain such evidence, the Tribunal can, where necessary, subpoena witnesses and require the production of documents. It is in your interest to ensure that your response to this questionnaire is 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.

PURPOSE

The purpose of this questionnaire is to assist the Tribunal in collecting information respecting the competition between subject imported sources of **oil and gas well casing** and **oil and gas well casing** produced in Canada.

In addition, the questionnaire solicits information required by the Tribunal to determine the extent to which various categories of **oil and gas well casing** compete with each other.

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. This questionnaire is divided into two parts.

PART I — deals with information that is **public** in nature. Request to treat this information as confidential **must** be fully justified in writing and be accompanied by a public version.

LIST OF TOPICS IN PART I

- General corporate information
- Substitutability between domestic and imported products
- Substitutability between various categories of **oil and gas well casing**

PART II — deals with information that is confidential in nature and that will 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.

LIST OF TOPICS IN PART II

- Purchasing process

2. 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.
3. Please return a **hard copy** of the completed questionnaire to the Tribunal or **an electronic version** on diskette or CD, but not both. Please remove instruction pages before mailing.
4. 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.
5. Any questions relating to this questionnaire should be directed to Simon Glance at 613-990-8142, or simon.glance@citt-tcce.gc.ca, or Dominique Laporte at 613-993-5099, or dominique.laporte@citt-tcce.gc.ca.

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.

OTHER DEFINITIONS

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.
Units of Volume:	All responses to volume questions in this questionnaire should be expressed in metric tonnes.
Period of Inquiry:	This inquiry covers the period from January 1, 2004 to September 30, 2007.

<p>CANADIAN INTERNATIONAL TRADE TRIBUNAL</p> <p>PURCHASERS' QUESTIONNAIRE ON MARKET CHARACTERISTICS</p> <p>OIL AND GAS WELL CASING</p> <p>INQUIRY NO.: NQ-2007-001</p>
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PART I

PUBLIC INFORMATION

Note: Information requested in this part is public.

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

A) Name (in English and in French, if applicable) and address of reporting company:

_____ E-mail Address

_____ Web Site

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. Please identify your firm's principal activity with respect to **oil and gas well casing, whether seamless or ERW. Check only one box.**

End-user

Importer

Master Distributor

Wholesaler/Distributor

Buying Group

Other (specify) _____

3. Please indicate all of the other activities of your firm with respect to **oil and gas well casing, whether seamless or ERW.**

End-user

Importer

Master Distributor

Wholesaler/Distributor

Buying Group

Other (specify) _____

4. Have there been any changes in your firm's activities in relation to the purchase, use and/or distribution of **oil and gas well casing, whether seamless or ERW**, since January 1, 2004?

Yes No

If so, please comment on the changes (by product category, if applicable).

5. If your firm is associated¹ in any manner with Canadian manufacturers, importers, exporters or distributors of **oil and gas well casing, whether seamless or ERW**, please list those manufacturers, importers, exporters or distributors and their addresses, and indicate the nature of the affiliation.

Name of Manufacturer, Importer, Exporter or Distributor	Address	Affiliation
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

1. Please do not include arm's length (independent) customers or suppliers.

- 6. 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: _____

SUBSTITUTABILITY BY SOURCE OF SUPPLY

This section of the questionnaire seeks information on the factors that influence substitutability of domestically produced and imported oil and gas well casing in the Canadian market

7. Please indicate the countries of origin from which your firm purchased **oil and gas well casing, whether seamless or ERW**, at least once in the last two years or countries for which your firm has direct product/pricing knowledge (i.e., you have received offers to supply).

Country	Purchased Product	Product/Pricing Knowledge
The People's Republic of China	<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"/>

8. A) Are **oil and gas well casing** produced by the Canadian manufacturers and **oil and gas well casing** imported from China **physically interchangeable** for all intended purposes or applications?

	<u>Physically Interchangeable</u>		
	Yes	No	Do not know
<u>Seamless High-strength¹ Oil and Gas Well Casing</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>Seamless Low-strength² Oil and Gas Well Casing</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>ERW High-strength¹ Oil and Gas Well Casing</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>ERW Low-strength² Oil and Gas Well Casing</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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.

B) If your response to any product category in Question 8A) is no, please explain why that category of **oil and gas well casing** produced in Canada and that available from the People’s Republic of China is not physically interchangeable.

1. Possible categories are identified on page ii.

C) For each non-subject country (i.e., countries other than the People’s Republic of China) identified in response to Question 7, please indicate whether **oil and gas well casing** manufactured in Canada and that available from the non-subject country are physically interchangeable for all intended purposes and applications.

Non-subject Country: _____

(Please make an additional copy of this page for each non-subject country identified in response to Question 7)

	Physically Interchangeable		
	Yes	No	Do not know
<u>Seamless High-strength</u> ¹ Oil and Gas Well Casing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>Seamless Low-strength</u> ² Oil and Gas Well Casing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>ERW High-strength</u> ¹ Oil and Gas Well Casing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>ERW Low-strength</u> ² Oil and Gas Well Casing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

9.

A) What is the typical delivery time for **oil and gas well casing, whether seamless or ERW**, from the day on which an order is placed to the day of arrival at your facility? (If not applicable, please mark "N/A").

a) Purchases from Canadian manufacturers _____ Days

b) Purchases from distributors for Canadian manufacturers _____ Days

c) Purchases of imported products from:
(when you are the importer of record)

The People's Republic of China _____ Days

Other countries (specify)
_____ Days

_____ Days

_____ Days

_____ Days

d) Purchases from distributors for imported product _____ Days

B) If your response to question 9A) is different for any product category¹ of domestically produced or imported **oil and gas well casing**, please elaborate below.

¹ Possible categories are identified on page ii.

10.

- A) Please indicate whether the following factors are very important, somewhat important or not important when choosing a supplier of **oil and gas well casing, whether seamless or ERW**.

Importance of Factors in the Purchasing Decision

Factor	Very Important	Somewhat Important	Not Important
Physical Characteristics			
Product Quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Range of Product Line (including sizes related products)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product Meets Technical Specifications ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of Proprietary Specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price of Goods			
Lowest Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts Offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Credit Arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery Cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Timing and Availability			
Order Turnaround Time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of Supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum Quantity Requirement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Availability of Inventory-on-hand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other Factors			
After Sales Service or Warranties	<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"/>

1. Specified by the American Petroleum Institute (API).

- B) Please indicate how **seamless oil and gas well casing** produced in Canada and in the People's Republic of China compare for each of the factors identified below.

Comparison of Products by Source of Supply

Oil and Gas Well Casing

Canada	compared to		The People's Republic of China		If Goods Are Not Comparable, Why Not?
	Comparable				
	Yes	No			
	Advantage to:				
		Canada	China		
Physical Characteristics					
Product Quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Range of Product Line (including sizes and related products)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Product Meets Technical Specifications ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Availability of Proprietary Specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Price of Goods					
Lowest Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Discounts Offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Credit Arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Delivery Cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Timing and Availability					
Order Turnaround Time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Reliability of Supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Minimum Quantity Requirement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Availability of Inventory-on-hand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		_____
Other Factors					
After Sales Service or Warranties	<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"/>		_____

1. Specified by the American Petroleum Institute (API).

C) If your response to question 10B) is different for any product category¹ of **oil and gas well casing**, please elaborate below.

¹ Possible categories are identified on page ii.

D) Please indicate how **seamless oil and gas well casing** produced in Canada and each non-subject country identified in response to Question 7 (i.e., countries other than the People's Republic of China) compare for each of the factors identified below.

Please make additional copies of this page, as required.

Comparison of Products by Source of Supply

Oil and Gas Well Casing

Canada compared to **Country:** _____
(specify non-subject country)

	Comparable			If Goods Are Not Comparable, Why Not?
	Yes	No		
		Advantage to: Canada	China	
Physical Characteristics				
Product Quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Range of Product Line (including sizes and related products)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Product Meets Technical Specifications ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Availability of Proprietary Specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Price of Goods				
Lowest Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Discounts Offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Credit Arrangements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Delivery Cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Timing and Availability				
Order Turnaround Time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Reliability of Supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Minimum Quantity Requirement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Availability of Inventory-on-hand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other Factors				
After Sales Service or Warranties	<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"/>	_____

1. Specified by the American Petroleum Institute (API).

- E) If your response to question 10D) is different for any product category of domestically produced or imported **oil and gas well casing**, please elaborate below.

SUBSTITUTABILITY BY PRODUCT CATEGORY

This section of the questionnaire seeks information on the factors that influence the substitutability in the Canadian market of oil and gas well casing by product category (as defined on page ii).

11.

- A) Please identify the grades of **seamless** and **ERW oil and gas well casing** that are physically interchangeable for all intended purposes and the types of applications where the particular grade of seamless and ERW oil and gas well casing can be used interchangeably.

API 5CT Grade	Application
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

- B) Please report the approximate percentage of total **oil and gas well casing** purchased by your firm in 2006 (based on tonnage) that these interchangeable grades represented.

_____ % of total **oil and gas well casing** purchased in 2006

C) Please indicate whether the interchangeability of seamless oil and gas well casing and ERW oil and gas well casing has increased, decreased or remained the same over the period January 1, 2004 to September 30, 2007.

Increased Decreased Remained the same

Please elaborate. _____

D) If you are an end-user of **oil and gas well casing**:

Do your requests for pricing proposals from suppliers of **oil and gas well casing** indicate that for applicable grades, material can be supplied as either seamless or ERW casing?

Yes No

Comments: _____

E) During the period January 1, 2004 to September 30, 2007, have you accepted orders of **seamless oil and gas well casing** where **ERW oil and gas well casing** had been specified, or vice versa?

Yes No

If yes, please identify the grades of oil and gas well casing that were involved and the application.

API 5CT Grade	Application
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

F) Are there differences in the prices of the interchangeable grades of **seamless** and **ERW oil and gas well casing** that you identified in response to Question 11A)?

Yes No

If so, please indicate the magnitude (in percent) of the price difference, the main factors that determine the price difference and whether the price difference varies within a year or from year to year.

G) If you responded yes to Question 11F) above, given current market prices, what is the minimum percentage increase in the price of **seamless oil and gas well casing** that would cause you to switch to the use of the interchangeable **ERW oil and gas well casing**?

0 to 5% 6 to 10% 11 to 15% 16 to 20% 21 to 25% More than 25%

H) To what extent do the prices of seamless and ERW oil and gas well casing influence one another?

12.

A) Please identify the grades of seamless high-strength and seamless low-strength oil and gas well casing that are physically interchangeable.

API 5CT Seamless High-strength¹

API 5CT Seamless Low-strength²

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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.

B) Please report the approximate percentage of total **oil and gas well casing** purchased by your firm in 2006 (based on tonnage) that these interchangeable grades represented.

_____ % of total **oil and gas well casing** purchased in 2006

C) Please indicate whether the interchangeability of **seamless high-strength and seamless low-strength oil and gas well casing** has increased, decreased or remained the same over the period January 1, 2004 to September 30, 2007.

Increased Decreased Remained the same

Please elaborate. _____

D) If you are an end-user of **oil and gas well casing**:

Do your requests for pricing proposals from suppliers of **oil and gas well casing** indicate that for applicable grades, material can be supplied as either **seamless high-strength** or **seamless low-strength**?

Yes No

Comments: _____

E) During the period January 1, 2004 to September 30, 2007, have you accepted orders of **seamless high-strength oil and gas well casing** where **seamless low-strength oil and gas well casing** had been specified, or vice versa?

Yes No

If yes, please identify the grades of oil and gas well casing that were involved and the application.

API 5CT Grade	Application
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

F) Are there differences in the prices of the interchangeable grades of **seamless high-strength** and **seamless low-strength oil and gas well casing** that you identified in response to Question 0A)?

Yes No

If so, please indicate the magnitude (in percent) of the price difference, the main factors that determine the price difference and whether the price difference varies with a year or from year to year.

G) If you responded yes to Question 12F), given current market prices, what is the minimum percentage increase in the price of the **seamless high-strength oil and gas well casing** that would cause you to switch to the use of the interchangeable **seamless low-strength oil and gas well casing**?

- 0 to 5%
- 6 to 10%
- 11 to 15%
- 16 to 20%
- 21 to 25%
- More than 25%

H) To what extent do the prices of **seamless high-strength** and **seamless low strength oil and gas well casing** influence one another?

13.

A) Please identify the grades of **ERW high-strength** and **ERW low-strength oil and gas well casing** that are physically interchangeable.

API 5CT ERW High-strength¹

API 5CT ERW Low-strength²

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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.

- B) Please report the approximate percentage of total **oil and gas well casing** purchases by your firm in 2006 (based on tonnage) that these interchangeable products represented.

_____ % of total **oil and gas well casing** purchased in 2006

- C) Please indicate whether the interchangeability of **ERW high-strength and ERW low-strength oil and gas well casing** has increased, decreased or remained the same over the period January 1, 2004 to September 30, 2007.

Increased Decreased Remained the same

Please elaborate. _____

- D) If you are an end-user of **oil and gas well casing**:

Do your requests for pricing proposals from suppliers of **oil and gas well casing** indicate that for applicable grades, material can be supplied as either **ERW high-strength** or **ERW low-strength**?

Yes No

Comments: _____

- E) During the period January 1, 2004 to September 30, 2007, have you accepted orders of **ERW high-strength oil and gas well casing** where **ERW low-strength oil and gas well casing** had been specified, or vice versa?

Yes No

If yes, please indicate what grades of oil and gas well casing were involved and the application.

API 5CT Grade	Application
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

- F) Are there differences in the prices of the interchangeable grades of **ERW high-strength** and **ERW low-strength oil and gas well casing** that you identified in response to Question 13A)?

Yes No

If so, please indicate the magnitude (in percent) of the price difference, the main factors that determine the price difference and whether the price difference varies with a year or from year to year.

B) Are **high-strength¹** oil and gas well casing and **low-strength²** oil and gas well casing sold through the same channels of distribution?

Yes

No

If not, please explain the differences. _____

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.

PART II

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*.

COMPANY NAME: _____

PURCHASING PROCESS

This part of the questionnaire seeks information on the process by which purchasers choose their suppliers, the conditions under which oil and gas well casing is bought in the domestic market, and the importance of these goods to your firm's overall business activity.

- 15. Please describe how your firm chooses suppliers and negotiates prices for its purchases of **oil and gas well casing, whether seamless or ERW**. If your response is different for any product category of domestically produced or imported **oil and gas well casing**, please elaborate below.

- 16.
 - A) How many suppliers do you generally contact before making a decision to purchase?

 1 2 3 more than 3

 - B) Does your firm normally purchase from more than one supplier of **oil and gas well casing, whether seamless or ERW**, during a calendar year?

Yes No

C) What is the usual method of establishing a transaction price?

- Requests for quotations
- Competitive bidding
- Negotiation with an established supplier based on market intelligence on prices
- Negotiation with an established supplier based on unsolicited bids received
- Published book prices
- Other (please specify)
- _____
- _____

D) Does the lowest price offered for **oil and gas well casing, whether seamless or ERW**, always win a contract or a sale?

- Always Usually Sometimes Never

E) When the bid with the lowest price does not win the contract, what other factors does your firm take into account when making its purchase decision?

- Product Quality
- Range of Product Line (including sizes)
- After Sales Service and Technical Support
- Delivery Time
- Reliability of Supply / Supplier
- Other (please specify)
- _____
- _____
- _____

F) At what price difference does price become the primary factor outweighing all other factors identified in E) above?

- 5% 10% 15% 20% 25% More than 25%
- Price would never be the primary factor

17.

A) Please indicate the approximate volume and value of your firm's total purchases of **oil and gas well casing**, in 2006.

Product Category	Volume (tonnes)	Value (\$000)
Seamless High-strength	_____	_____
Seamless Low-strength	_____	_____
ERW High-strength	_____	_____
ERW Low-strength	_____	_____

B) Do you require your suppliers of **oil and gas well casing, whether seamless or ERW**, to become certified or pre-qualified in order to sell to your firm?

- Yes No

C) If yes, what grades of **oil and gas well casing** require certification or pre-qualification?

D) Approximately, what percentage of your firm's total purchases required certification or pre-qualification in 2006?

_____ percent

E) Briefly describe the factors that are considered when qualifying a new supplier of **oil and gas well casing, whether seamless or ERW**, and provide an estimate of the time it takes to qualify a new supplier.

Time required: _____ months

If your firm does not purchase oil and gas well casing, whether seamless or ERW, under term contracts (forward purchases of at least three months for specified volumes and prices generally involving multiple shipments), the questionnaire ends here.

18. Please indicate the percentage of your firm's total purchases (by volume) of **oil and gas well casing**, that were made under term contracts in 2006.

Seamless Oil and Gas Well Casing _____ percent

ERW Oil and Gas Well Casing _____ percent

19. For purchases of **oil and gas well casing**, what was the average period of your term contracts negotiated in 2006?

Seamless Oil and Gas Well Casing _____ months

ERW Oil and Gas Well Casing _____ months

20. For purchases of **oil and gas well casing, whether seamless or ERW**, please describe the general nature of the term contracts. What, if any, provisions are generally included in these contracts to allow for price changes during the period of the contract?
