

PROCESSORS' QUESTIONNAIRE

**CERTAIN FROZEN OR CANNED WARMWATER SHRIMP AND PRAWNS FROM
BRAZIL, CHINA, ECUADOR, INDIA, THAILAND, AND VIETNAM**

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than January 16, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam (invs. Nos. 731-TA-1063-1068 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm processed certain frozen or canned warmwater shrimp and prawns (as defined in the instruction booklet) at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigation conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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

_____ hours _____ dollars

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

I-3. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

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

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of certain frozen or canned warmwater shrimp and prawns since January 1, 2000?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain frozen or canned warmwater shrimp and prawns?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products produced on same equipment and share of total production in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain frozen or canned warmwater shrimp and prawns	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain frozen or canned warmwater shrimp and prawns?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Certain frozen or canned warmwater shrimp and prawns	_____	_____	_____
_____	_____	_____	_____

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

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain frozen or canned warmwater shrimp and prawns?

No Yes--Name firm: _____

II-7. Does your firm produce certain frozen or canned warmwater shrimp and prawns in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-8. Since January 1, 2000, has your firm imported certain frozen or canned warmwater shrimp and prawns ?

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

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

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain frozen or canned warmwater shrimp and prawns in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in pounds, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)					
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
PRODUCTION (<i>quantity</i>)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
Internal consumption:					
<i>Quantity</i> of internal consumption					
<i>Value</i> ² of internal consumption					
Transfers to related firms:					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO RETAILERS ⁵ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					
<p>¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).</p> <hr/> <p>² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:</p> <hr/> <p>³ Identify your principal export markets: _____.</p> <p>⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____.</p> <p>⁵ Supermarkets, restaurants, hotels, etc.</p>					

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

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-11. Other than direct imports, has your firm otherwise purchased certain frozen or canned warmwater shrimp and prawns since January 1, 2000? (See definitions in the instruction booklet.)

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

(Quantity in pounds, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
BRAZIL:					
<i>Quantity</i>					
<i>Value</i>					
CHINA:					
<i>Quantity</i>					
<i>Value</i>					
ECUADOR:					
<i>Quantity</i>					
<i>Value</i>					
INDIA:					
<i>Quantity</i>					
<i>Value</i>					
THAILAND:					
<i>Quantity</i>					
<i>Value</i>					
VIETNAM:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

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

II-14. For calendar year 2002, provide the quantity (pounds) and value (\$1,000) of your firm's commercial shipments of the following:

<u>Size (count) (headless)</u>	<u>Quantity</u>	<u>Value</u>
Under 16:	_____	_____
16/20:	_____	_____
21/25:	_____	_____
26/30:	_____	_____
31/35:	_____	_____
36/40:	_____	_____
41/50:	_____	_____
51/60:	_____	_____
61/70:	_____	_____
71/90:	_____	_____
110/130:	_____	_____
130/150:	_____	_____
Over 150:	_____	_____
Broken:	_____	_____

II-15. For calendar year 2002, provide the share (in percent) of your purchases of certain frozen or canned warmwater shrimp and prawns that were: farmed _____, wild caught _____.

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on certain frozen or canned warmwater shrimp and prawns.--Report the revenue and related cost information requested below on the certain frozen or canned warmwater shrimp and prawns operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in pounds, value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials:					
Shrimp and prawns:					
Procured domestically					
Imported					
Other					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on certain frozen or canned warmwater shrimp and prawns, and the values of the property, plant, and equipment used in the production of certain frozen or canned warmwater shrimp and prawns. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

For questions III-8 and III-9, if your answer differs by country, please explain how the answer is different for particular countries.

III-8. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam?

No Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) _____

PART III.--FINANCIAL INFORMATION--Continued

III-9. Does your firm anticipate any negative impact of imports of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam?

No

Yes--My firm anticipates negative effects as follows:

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

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified product and distribution combinations¹ of certain frozen or canned warmwater shrimp and prawns produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4 Product 5

Distributors/ Independent Wholesalers Retailers (i.e., firms that sell to consumers)

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain frozen or canned warmwater shrimp and prawns (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain frozen or canned warmwater shrimp and prawns (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic certain frozen or canned warmwater shrimp and prawns usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced certain frozen or canned warmwater shrimp and prawns in 2002 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced certain frozen or canned warmwater shrimp and prawns?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

- IV-B-8. (a) What is the approximate percentage of the total delivered cost of certain frozen or canned warmwater shrimp and prawns that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's certain frozen or canned warmwater shrimp and prawns?

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

IV-B-10. (a) Describe the end uses of the certain frozen or canned warmwater shrimp and prawns that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain frozen or canned warmwater shrimp and prawns?

<u>End use</u>	<u>Share of total cost accounted for by certain frozen or canned warmwater shrimp and prawns (percent)</u>
_____	_____
_____	_____

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

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

IV-B-10. (b) Do you further process certain frozen or canned warmwater shrimp and prawns into products such as breaded shrimp and prawns or shrimp and prawns in prepared meals? If so, identify the further processed products and indicate the percentage of the total cost of that product accounted for by certain frozen or canned warmwater shrimp and prawns.

<u>Product</u>	<u>Share of total cost accounted for by certain frozen or canned warmwater shrimp and prawns (percent)</u>
_____	_____
_____	_____

IV-B-11. (a) Please list in order of importance any products that may be substituted for certain frozen or canned warmwater shrimp and prawns (e.g., coldwater shrimp, other seafood products, etc.).

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

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain frozen or canned warmwater shrimp and prawns?

No Yes—To what degree do changes in their prices affect the price for certain frozen or canned warmwater shrimp and prawns? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain frozen or canned warmwater shrimp and prawns or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for certain frozen or canned warmwater shrimp and prawns changed since January 1, 2000? What principal factors affect changes in demand?

Increased Unchanged Decreased

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

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

IV-B-13. Have there been any significant changes in the product range or marketing of certain frozen or canned warmwater shrimp and prawns since January 1, 2000?

No Yes--Please describe.

IV-B-14. Are there any differences between farmed and wild certain frozen or canned warmwater shrimp and prawns that affect quality, price, or availability?

No Yes--Please describe.

IV-B-15. Are there any differences between frozen or canned warmwater shrimp that affect quality, price, or availability?

No Yes--Please describe.

Are frozen or canned certain frozen or canned warmwater shrimp and prawns used in the same applications?

No--Please describe Yes--Please describe.

IV-B-16. Is there any seasonality in the supply of certain frozen or canned warmwater shrimp and prawns available in the United States, or is it available year-round at the same levels? Please describe.

Please describe any seasonal changes in your ability to supply certain frozen or canned warmwater shrimp and prawns.

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

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

IV-B-17. Since January 1, 2000, have you had any instance of not being able to supply your purchasers with a sufficient quantity of certain frozen or canned warmwater shrimp and prawns? If so, why? If not, how confident are you in your ability to meet your customers' needs?

IV-B-18. Please describe the effect that regulations (e.g. USDA, etc.) have on your ability to supply certain frozen or canned warmwater shrimp and prawns. To your knowledge, does imported shrimp meet the same regulations?

Please describe any regulations in other countries that affect the U.S. market for certain frozen or canned warmwater shrimp and prawns.

IV-B-19. Please describe, to the best of your knowledge, how the certain frozen or canned warmwater shrimp and prawns you harvest or process makes it to the consumer, i.e., through a distributor, through further processing, etc. Is there any step in the distribution process where one group of buyers wields enough influence to set price for certain frozen or canned warmwater shrimp and prawns or products produced from certain frozen or canned warmwater shrimp and prawns?

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

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

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

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

IV-B-20. Are certain frozen or canned warmwater shrimp and prawns produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Brazil	China	Ecuador	India	Thailand	Vietnam	Other countries
United States								
Brazil								
China								
Ecuador								
India								
Thailand								
Vietnam								

¹ For any country-pair producing certain frozen or canned warmwater shrimp and prawns which are *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

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

IV-B-21. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain frozen or canned warmwater shrimp and prawns produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Brazil	China	Ecuador	India	Thailand	Vietnam	Other countries
United States								
Brazil								
China								
Ecuador								
India								
Thailand								
Vietnam								

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain frozen or canned warmwater shrimp and prawns, identify the country-pair and report the advantages or disadvantages imparted by such factors:

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

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for certain frozen or canned warmwater shrimp and prawns during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain frozen or canned warmwater shrimp and prawns that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: Did your firm lose sales of certain frozen or canned warmwater shrimp and prawns to imports of these products from **Brazil, China, Ecuador, India, Thailand, and/or Vietnam**?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>units</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)