

PRODUCERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). 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 produced crawfish tail meat (as defined in the instruction booklet) at any time since January 1, 1997?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews 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 this review 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 this review 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 30 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 pages 3-4 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 continuation of the antidumping duty order currently in place for crawfish tail meat from China? Please explain.

Support Oppose Take no position

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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from China into the United States or which are engaged in exporting crawfish tail meat from China to the United States?

No Yes--List the following information.

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from countries other than China into the United States or which are engaged in exporting crawfish tail meat from countries other than China to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crawfish tail meat?

No Yes--List the following information.

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

I-8. In Parts II, III, and IV of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

Yes No

If yes, did you provide the requested copies?

Yes No--Please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (ohand@usitc.gov (preferred) or 202-205-3182). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone Number/Fax Number

E-mail address

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 crawfish tail meat since September 15, 1997 (the date on which the antidumping duty order under review became effective)?

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Include in your response a specific projection of your firm's capacity to produce crawfish tail meat (in pounds) for 2003 and 2004.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

II-5. Has your firm since 1997 (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of crawfish tail meat and/or using the same production and related workers employed to produce crawfish tail meat?

No Yes--List the following information and report your firm's combined production capacity and production of these products and crawfish tail meat in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in pounds)</i>						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Is your firm able to switch production between crawfish tail meat and other products in response to a relative change in the price of crawfish tail meat vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from crawfish tail meat.

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

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of crawfish tail meat in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in pounds, value in dollars)</i>						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>						
PRODUCTION <i>(quantity)</i>						
U.S. SHIPMENTS:						
Commercial shipments of domestic fresh (including chilled) tail meat:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Commercial shipments of domestic frozen tail meat:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> ¹ of commercial shipments						
Internal consumption and transfers to related firms of fresh and frozen tail meat: combined: ¹						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> ¹ of internal consumption/transfers						
TOTAL U.S. SHIPMENTS ²						
U.S. SHIPMENTS TO LOUISIANA <i>(quantity)</i>						
U.S. SHIPMENTS TO ARKANSAS, MISSISSIPPI, AND TEXAS <i>(quantity)</i>						
U.S. SHIPMENTS TO REMAINDER OF UNITED STATES <i>(quantity)</i>						
TOTAL U.S. SHIPMENTS ²						
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>						
U.S. SHIPMENTS TO RESTAURANTS <i>(quantity)</i>						
U.S. SHIPMENTS TO FOOD STORES <i>(quantity)</i>						
U.S. SHIPMENTS TO SEAFOOD MARKETS <i>(quantity)</i>						
U.S. SHIPMENTS TO OTHER _____ <i>(quantity)</i>						
TOTAL U.S. SHIPMENTS ²						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs <i>(1,000 hours)</i>						
WAGES PAID TO PRWs <i>(value)</i>						

¹ Internal consumption and transfers to related parties must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal record keeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997-2002 below:

² Total shipments for all three groupings of shipments, by type, state, and market, should total to the same quantity.

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

II-10. Since January 1, 1997, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of crawfish tail meat?

No Yes--Name firm(s): _____

II-11. Does your firm produce crawfish tail meat in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-12. Since September 15, 1997, has your firm imported crawfish tail meat?

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

II-13. Describe the significance of the existing antidumping duty order covering imports of crawfish tail meat from China in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-14. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

_____ Phone No. _____ E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

GAAP Tax Cash Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare **any** of the statements or documents listed below for the last two fiscal years? If so, please submit copies of them along with your completed questionnaire **unless** they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). If available on the World Wide Web, please indicate the web address.

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on crawfish tail meat operations which indicate the cost of production of crawfish tail meat.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of crawfish tail meat.

My firm or parent does ____ or does not ____ prepare internal overall establishment profit-and-loss reports on operations which include crawfish tail meat.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced crawfish tail meat, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on processing domestic crawfish tail meat.--Report the revenue and related cost information requested below for your operations processing domestic crawfish tail meat in your U.S. establishments. Do not include revenues and costs associated with your processing operations on any other product, including imported crawfish tail meat.¹ To the extent that crawfish tail meat processors use their facilities to process more than just domestic crawfish tail meat, reasonable estimates to determine costs related only to domestic crawfish tail meat are acceptable. 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. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

(Quantity in pounds, value in dollars)						
Item	FY____	FY____	FY____	FY____	FY____	FY____
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						
Expenses and other income (including those related to internal consumption and transfers to related firms):						
Purchased crawfish ³						
Labor ⁴						
Overhead costs ⁵						
Selling, general and administrative expenses						
Interest expense						
Depreciation and amortization						
All other expenses						
Byrd amendment receipts						
All other income						
Net income or (loss) before income taxes						

¹ Include only sales (whether domestic or export) and costs related to your U.S. operations processing domestic crawfish tail meat.

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.

³ Report the cost of purchased domestic crawfish used to process crawfish tail meat. If domestic crawfish was purchased for other purposes in addition to processing crawfish tail meat, please indicate the manner in which you allocated the cost of purchased crawfish to crawfish tail meat operations: _____

⁴ Labor directly involved in converting purchased crawfish into a salable product.

⁵ Other processing costs such as power, insurance, property taxes, supervisory salaries, etc.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Please circle the statements below that most accurately describe your operations processing domestic crawfish tail meat:

1. The crawfish used to produce tail meat (A) was specifically purchased for that purpose; or (B) was crawfish that was purchased to be sold as either live whole or whole boiled, but which subsequently could not be sold for that purpose. **(Note: If you circled (B), please provide the information requested in footnote 3, table III-6 above.)**
2. The crawfish purchased (A) are graded by size or (B) not graded by size.
3. If the crawfish purchased are graded by size, please circle the grade below which best describes the type purchased and the average price per pound paid: (A) Jumbo crawfish (15 or fewer per pound), which had an average price of ___ per pound (for the most recent fiscal period); (B) Large crawfish (16 to 20 per pound), which had an average price of ___ per pound (for the most recent fiscal period); (C) Medium crawfish (21 to 25 per pound), which had an average price of ___ per pound (for the most recent fiscal period); or (D) Peelers (26 or more per pound), which had an average price of ___ per pound (for the most recent fiscal period).
4. Of the grades listed in question 3 above, which was typically used in your company's domestic crawfish tail meat operations: (A) Jumbo crawfish; (B) Large crawfish; (C) Medium crawfish; or (D) Peelers?

III-8. Overall establishment operations.--Report the revenue and related cost information requested below for the overall establishment(s) wherein crawfish tail meat is processed. Reasonable estimates, as necessary, are acceptable. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

(Value in dollars)						
Item	___	___	___	___	___	___
Net sales values:¹						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Expenses and other income (including those related to internal consumption and transfers to related firms):						
Cost of goods sold						
Selling, general and administrative expenses						
Interest expense						
Depreciation and amortization						
All other expenses						
Byrd amendment receipts						
All other income						
Net income or (loss) before income taxes						
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-9. Operations on processing domestic crawfish tail meat -- capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on crawfish tail meat, and the values of the property, plant, and equipment used in the production of crawfish tail meat. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

<i>(Value in \$1,000)</i>						
Item	___	___	___	___	___	___
Capital expenditures						
Research and development expenditures						
Property, plant, and equipment:						
Original cost						
Book value						

III-10. Overall establishment(s) operations which include the processing of domestic crawfish tail meat - capital expenditures, research and development expenditures, and asset values.--Report capital expenditures, research and development expenses, and the values of the property, plant, and equipment for your firm's overall establishment operations. Identify in the space provided (e.g., FY 1997) your six most recently completed fiscal years in chronological order from left to right and provide the requested financial information.

<i>(Value in \$1,000)</i>						
Item	___	___	___	___	___	___
Capital expenditures						
Research and development expenditures						
Property, plant, and equipment:						
Original cost						
Book value						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____

Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data concerning your firms' s shipments during January 1997-December 2002 of its **U.S.-produced** crawfish tail meat sold to U.S. retailers and distributors unrelated to your firm. Please report separately for **fresh (chilled)** crawfish tail meat and **frozen** crawfish tail meat AND for shipments to customers in each of the following three U.S. market areas:

(1) Louisiana (2) Arkansas, Mississippi, and Texas (states contiguous to Louisiana) and (3) all other states (excluding Louisiana and states contiguous to Louisiana).

Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

COPY THE FOLLOWING TWO PAGES AS NECESSARY. Complete a separate page for each of the specified market areas to which you sell.

PART IV.--PRICING AND MARKET FACTORS--Continued

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

Product 1: Fresh (chilled) crawfish tail meat

Louisiana

Arkansas, Mississippi, and Texas

All other states

<i>(Quantity in pounds, value in dollars)</i>				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
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				
¹ Values should be f.o.b. your U.S. point of shipment (should <i>exclude</i> U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.				

PART IV.--PRICING AND MARKET FACTORS--Continued

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

Product 2: Frozen crawfish tail meat

Louisiana Arkansas, Mississippi, and Texas All other states

<i>(Quantity in pounds, value in dollars)</i>				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value ¹	Quantity	Value ¹
1997:				
January-March				
April-June				
July-September				
October-December				
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
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				
¹ Values should be f.o.b. your U.S. point of shipment (should <i>exclude</i> U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.				

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS

- IV-B-1. How does your firm determine the prices that it charges for sales of crawfish tail meat (check all that apply)?
- Transaction by transaction Contracts Set price lists
- Other (describe) _____
- IV-B-2. Please describe your firm's discount policy (check all that apply).
- Quantity discounts Annual total volume discounts No discount policy
- Other (describe) _____
- IV-B-3. On what basis are your prices of crawfish tail meat usually quoted?
- F.o.b. (specify point) _____ Delivered
- IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced crawfish tail meat are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.
- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? ___ percent
- IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of crawfish tail meat? _____
- IV-B-6. What is the approximate percentage of the total delivered cost of crawfish tail meat that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). 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.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-7. What is the geographic market area in the United States served by your firm's production of crawfish tail meat (check all that apply)?

- Louisiana only Louisiana and Arkansas, Mississippi, and/or Texas
- Continental U.S. U.S., including Alaska and Hawaii
- Other (describe) _____

Note any changes in market area since 1997 (the year the antidumping duty order under review became effective) and any anticipated changes for the future.

IV-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

- No Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

IV-B-9. To what extent have changes in the prices and availability of raw materials (e.g., live whole crawfish) affected your firm's selling prices and production for crawfish tail meat during 1997-2002?

Please discuss any seasonal variation in the availability of live whole crawfish.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-10. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced crawfish tail meat in the U.S. market since 1997?

- No
- Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-B-11. (a) Do you anticipate any changes in terms of the availability of U.S.-produced crawfish tail meat in the U.S. market in the future?

- No change
- Increase
- Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period, and the impact of such changes on shipment volumes and prices.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-12. Describe how easily your firm can shift its sales of crawfish tail meat between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting crawfish tail meat between the U.S. and alternative country markets within a 12-month period.

IV-B-13. Have there been any significant changes in the product range, product mix, or marketing of crawfish tail meat since 1997?

No Yes--Please describe and quantify if possible.

IV-B-14. Do you anticipate any changes in terms of the product range, product mix, or marketing of crawfish tail meat in the future?

No Yes--Please identify, including the time period.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-15. Are there other products that may be substitutes for crawfish tail meat?
 No Yes--Please describe the products and note how frequently such substitutions occur.

IV-B-16. Have there been any changes in the number or types of products that can be substituted for crawfish tail meat since 1997?
 No Yes--Please explain.

IV-B-17. Do you anticipate any changes in terms of the substitutability of other products for crawfish tail meat in the future?
 No Yes--Please describe.

IV-B-18. Describe the end uses of the crawfish tail meat that you manufacture.

IV-B-19. Have there been any changes in the end uses of crawfish tail meat since 1997?
 No Yes--Please describe.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-20. Do you anticipate any changes in terms of the end uses of crawfish tail meat in the future?

No Yes--Please describe and identify the time period.

IV-B-21. How has demand within the United States (and outside the United States, if known) for crawfish tail meat changed since 1997?

Unchanged Increased Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-22. Do you anticipate any future changes in crawfish tail meat demand in the United States and, if known, the rest of the world?

No Yes--Please describe and identify the time period.

IV-B-23. Please compare market prices of crawfish tail meat in U.S. and non-U.S. markets, if known.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-24. Is crawfish tail meat produced in the United States and in other countries used interchangeably (i.e., are they physically used in the same applications)?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	China	Nonsubject countries
United States		
China		
¹ For any country-pair producing crawfish tail meat which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use. <hr/> <hr/> <hr/>		

IV-B-25. Are differences in the price of crawfish tail meat produced in the United States and the price of crawfish tail meat produced 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	China	Nonsubject countries
United States		
China		
¹ For any country-pair producing crawfish tail meat for which there are price differences, please identify the country-pair and explain the differences. <hr/> <hr/> <hr/>		

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-26. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between crawfish tail meat 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	China	Nonsubject countries
United States		
China		
¹ For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of crawfish tail meat, identify the country-pair and report the advantages or disadvantages imparted by such factors. <hr/> <hr/>		

IV-B-27. Has the availability of NONSUBJECT imported crawfish tail meat changed since 1997?

No Yes--Please explain.

IV-B-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss crawfish tail meat supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--MARKET FACTORS--Continued

IV-B-29. Are your exports of crawfish tail meat subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1997, or that are expected to occur in the future.

IV-B-30. Does your firm sell crawfish tail meat over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of crawfish tail meat in 2002 accounted for by internet sales.
