

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 October 4, 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 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<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, 2001?</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>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam into the United States or which are engaged in exporting certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam 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 the production of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam?

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Jim McClure (202-205-3191; james.mcclure@usitc.gov)** or **Elizabeth Haines (202-205-3200; elizabeth.haines@usitc.gov)**. 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 No. _____ E-mail address _____

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

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, 2001?

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 2003 (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 (e.g., unavailability of sufficient supplies of raw shrimp, labor shortage, equipment malfunction, etc). Additionally, please indicate the annual average number of days your firm operated its processing facility during 2001-2003.

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

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 2003 (in percent):

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

II-6. Since January 1, 2001, 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 of 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, 2001, 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.) **Note: Regardless of whether your firm produces "frozen" only, "canned" only, or both "frozen" and "canned" warmwater shrimp, these data should be reported here.**

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
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 PROCESSORS (<i>quantity</i>)					
U.S. SHIPMENTS TO RETAILERS ⁵ / INSTITUTIONAL BUYERS ⁶ (<i>quantity</i>)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (<i>1,000 hours</i>)					
WAGES PAID TO PRWs (<i>value</i>)					

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).

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 2001, 2002, and 2003 below:

³ Identify your principal export markets: _____

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?

Yes No--Please explain: _____

⁵ Entities that purchase and resell to end users (i.e., supermarket and other retailers that sell to customers).

⁶ Entities such as restaurants, hotels, hospitals, etc.

Note.--The sum of shipments to distributors, processors, and retailers/institutional buyers should equal U.S. commercial shipments reported above; it should exclude U.S. shipments to related firms and for internal consumption.

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, 2001? (See definitions in the instruction booklet.)

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

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
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-12. For calendar year 2003, provide the quantity (1,000 pounds) and value (\$1,000) of your firm's commercial shipments of the following:

(Quantity in 1,000 pounds, value in \$1,000)		
Size	Quantity	Value
Frozen--headless count (as sold) per pound:		
Under 16		
16/20		
21/25		
26/30		
31/35		
36/40		
41/50		
51/60		
61/70		
71/90		
91/110		
111/130		
131/150		
Over 150		
Broken		
Canned--headless count (as sold) per pound:		
Tiny (300-500)		
Small (110-130)		
Small de-veined (110-130)		
Medium (71-90)		
Medium de-veined (71-90)		

II-13. For calendar year 2003, provide the share (in percent) of your commercial shipments of certain fresh or frozen domestically-harvested warmwater shrimp and prawns that were:

farmed _____, wild-caught _____ = 100 percent.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **John Fry (202-708-4157; john.fry@usitc.gov)**.

III-1. Who should be contacted regarding the requested financial information? List the names, titles, and phone numbers, including extensions, of the people who actually prepared and/or have actual knowledge of this response.

Company contact:

Name and title

Phone No./Extension

E-mail address

Your company's World Wide Website: _____

III-2. Briefly describe your financial accounting system:

A. 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:

B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include the subject merchandise _____

2. Does your firm prepare profit/loss statements for the subject merchandise: yes___ no ___

3. How often does your firm (or parent) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below:

Audited___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___

Monthly ___ Quarterly ___ Semi-annually ___ Annually ___

Accounting basis: GAAP ___ cash ___ tax ___ Other comprehensive (specify) ___

Note: the Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

III-3. a) Briefly describe your cost accounting system (e.g., standard cost, job order, ABC, etc.)

b) Identify your firm's inventory cost assumption: FIFO _____ LIFO _____

Other (describe) _____

PART III.--FINANCIAL INFORMATION--Continued

III-4. Briefly describe your questionnaire submission methodology, including the allocation basis, if any, for COGS, SG&A, interest expense, and other income and expenses. Please indicate whether, how, and when that methodology might have changed during the reporting period.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain frozen or canned warmwater shrimp and prawns, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

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. **If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Fry at (202) 708-4157; john.fry@usitc.gov before completing this section of the questionnaire.**

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2003	2004
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. Was you firm involved in a toll agreement (either as the toller or as the tollee) in the production of certain frozen or canned warmwater shrimp and prawns?

No Yes--Complete the section below

Identify the name of the company your firm was engaged in a toll agreement with, the contact person and phone number at that firm, a description of the toll work performed under the toll agreement, and the volume and value of the toll work for each of the three most recently completed fiscal years and the specified interim periods.

Company name: _____

Contact and phone number: _____

Description of work performed: _____

	Fiscal year ending			January-June	
	20 ____	20 ____	20 ____	2003	2004
Volume (1,000 pounds)					
Value (\$1,000)					

III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on 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-June	
	_____	_____	_____	2003	2004
Capital expenditures					
Research and development expenditures					

PART III.--FINANCIAL INFORMATION--Continued

For questions III-9 and III-10, if your answer differs by country, please explain how the answer is different for particular countries.

III-9. Since January 1, 2001, 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) _____

III-10. 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 III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of certain frozen or canned warmwater shrimp and prawns. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your inventory value should reconcile with the inventory quantity data reported in Part II. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. Short-term investments			
E. Prepaid expenses			
F. Property held for resale			
G. Other (describe _____)			
H. Total current assets (lines 1.A. through 1.G.)			
2. Notes receivable			
3. Long-term investments			
4. Property, plant, and equipment (PPE)			
A. Original cost of property, plant, and equipment			
B. Less: Accumulated depreciation			
C. Equals: Book value of PPE			
5. Goodwill			
6. Other (describe _____)			
7. Other (describe _____)			
8. Total assets (lines 1.H., 2, 3, 4.C., 5, 6, and 7)			

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **John Benedetto (202-205-3270; john.benedetto@usitc.gov)**.

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 price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-June 2004:

- Product 1:** Frozen warmwater shrimp or prawns, all species, 71 to 90 count, raw, headless, peeled (whether or not deveined), tail-off, block frozen (cut or not cut)
- Product 2:** Frozen warmwater shrimp or prawns, all species, 41 to 50 count, raw, P&D (peeled and deveined), tail-off, IQF (cut or not cut)
- Product 3:** Frozen warmwater shrimp or prawns, all species, 26 to 30 count, raw, P&D (peeled and deveined), tail-on, block frozen (cut or not cut)
- Product 4:** Frozen, cooked warmwater shrimp or prawns, all species, 51 to 60 finished count, headless, shell-on, IQF
- Product 5:** Frozen, cooked warmwater shrimp or prawns, all species, 26 to 30 finished count, P&D (peeled and deveined), tail-on, IQF
- Product 6:** Frozen warmwater shrimp or prawns, all species, 61 to 70 count, raw, headless, shell-on, block frozen
- Product 7:** Frozen warmwater shrimp or prawns, all species, 31 to 40 count, raw, headless, shell-on, block frozen
- Product 8:** Frozen warmwater shrimp or prawns, all species, 26 to 30 count, raw, headless, shell-on, block frozen
- Product 9:** Frozen warmwater shrimp or prawns, all species, 10 to 15 count, raw, headless, shell-on, block frozen
- Product 10:** Canned shrimp, tiny size, all species, count 90-220 per can

As indicated below, you should report prices separately for specified forms of the product that you sell.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., dollar values should be net of all deductions for discounts or rebates). See instruction booklet.

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 products¹ of certain frozen or canned warmwater shrimp and prawns produced and sold by your firm.

Product:

Product 1 Product 2 Product 3 Product 4 Product 5
 Product 6 Product 7 Product 8 Product 9 Product 10

(Quantity in pounds (for products 1-9) or number of cans (for product 10), value in dollars)		
Period of shipment	Quantity	Value²
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		
October-December		
2004:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____		
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.		
Please indicate species (e.g., white, tiger, etc.): _____		

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

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe the method by which 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 2003 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? _____

If so, please explain. _____

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

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

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? _____

If so, please explain. _____

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) _____

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

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

IV-B-10. 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, 2001? 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, 2001?

No Yes--Please describe.

IV-B-14. 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.

IV-B-15. Since January 1, 2001, 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-16. 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.

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

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

IV-B-17. (a) Does certain frozen warmwater shrimp and prawns in a particular form (e.g., headless tail-on, headless tail-off, PUD, etc.) compete with certain frozen warmwater shrimp and prawns in a different form?

No Yes--Please explain.

(b) Does wild-caught certain frozen or canned warmwater shrimp and prawns compete with farm-raised certain frozen or canned warmwater shrimp and prawns?

Never Sometimes Usually Always

If you answered other than "always," please describe the differences between wild-caught and farm-raised shrimp that are relevant in competition between them, and explain how such differences affect taste, physical characteristics, quality, price, and/or availability.

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

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

IV-B-18. 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 "O" 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-19. 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 "O" 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 (<u>not</u> 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, 2001: 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 (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)

PART V.-CANNED WARMWATER SHRIMP AND PRAWNS--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Jim McClure (202-205-3191; james.mcclure@usitc.gov)**. **Supply all data requested (except for financial data) on a calendar-year basis.**

The following definition is applicable for Part V:

Canned warmwater shrimp and prawns.-The product herein is canned warmwater shrimp and prawns, wild-caught (ocean harvested) or farm-raised (produced by aquaculture), head-on or head-off, shell-on or peeled, tail-on or tail-off, deveined or not deveined, cooked or raw, or otherwise processed in canned form, the foregoing as covered by statistical reporting number 1605.20.1040 of the Harmonized Tariff Schedule of the United States (HTS).

Since January 1, 2001, has your firm processed **canned warmwater shrimp and prawns**?

No Yes--If yes, complete the remainder of Part V. If no, do not complete the remainder of Part V. **Note: If your firm produces both "frozen" and "canned" product, that combined data should have been reported in response to question II-9, while your response to question V-3 on the following page should contain data concerning "canned" product only.**

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

Company contact: _____
Name and title

Phone No. E-mail address

V-2. With respect to your firm's operations on **canned warmwater shrimp and prawns**, have you, since January 1, 2001, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of **canned warmwater shrimp and prawns** from Brazil, China, Ecuador, India, Thailand, and Vietnam?

No Yes--Please describe the lost sales/revenues and/or negative impact.

V-3. **Report the information requested on the following page for canned warmwater shrimp and prawns produced in your U.S. establishment(s) during the specified periods.** (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART V.--CANNED WARMWATER SHRIMP AND PRAWNS--TRADE AND RELATED INFORMATION--Continued

V-3.--Continued

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity of commercial shipments</i>					
<i>Value of commercial shipments</i>					
Internal consumption:					
<i>Quantity of internal consumption</i>					
<i>Value¹ of internal consumption</i>					
Transfers to related firms:					
<i>Quantity of transfers to related firms</i>					
<i>Value² of transfers to related firms</i>					
EXPORT SHIPMENTS:³					
<i>Quantity of export shipments</i>					
<i>Value of export shipments</i>					
END-OF-PERIOD INVENTORIES⁴ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO PROCESSORS (quantity)					
U.S. SHIPMENTS TO RETAILERS⁵/ INSTITUTIONAL BUYERS⁶ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
Table continued on following page.					

FINANCIAL INFORMATION:⁷

Net sales:⁸					
<i>Quantity</i>					
<i>Value</i>					
Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					

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).

² Sales to related firms (including internal consumption and transfers) must be valued at fair market value.

³ Identify your principal export markets: _____

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?

Yes No--Please explain: _____

⁵ Entities that purchase and resell to end users (i.e., supermarket and other retailers that sell to customers).

⁶ Entities such as restaurants, hotels, hospitals, etc.

Note.--The sum of shipments to distributors, processors, and retailers/institutional buyers should equal U.S. commercial shipments reported above; it should exclude U.S. shipments to related firms and for internal consumption.

⁷ Report financial information on a fiscal-year basis (year ending _____).

⁸ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.

PART V.-CANNED WARMWATER SHRIMP--TRADE AND RELATED INFORMATION--Continued

V-4. **COMPARABILITY OF CANNED WARMWATER SHRIMP AND FROZEN SHRIMP.**--Since January 1, 2001, has your firm produced **canned shrimp**?

No

Yes--Please describe any perceived similarities and differences between **canned warmwater shrimp** and **frozen warmwater shrimp** with respect to the following factors: (a) **characteristics and uses**--describe the similarities and differences in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived similarities and differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
