PACKERS' QUESTIONNAIRE

LIVE SWINE FROM CANADA

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 21, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning live swine from Canada (invs. Nos. 701-TA-438 (Final)) and 731-TA-1076 (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)). Further information on this questionnaire can be obtained from Clark Workman (202-205-3248).

Name of f	firm			
Address				
City	State Zip code			
	ide Web address			
Is your firm a packer that purchased live swine for slaughter (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2002?				
NO	(Sign the certification below and promptly return only this page of the questionnaire to the Commission)			
YES	(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)			

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 investigations 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 20 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. State whether your firm is engaged in the production of live swine for slaughter.

Yes <u>No</u> If the answer is yes, please complete the enclosed producer questionnaire.

- I-2a. 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-2b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.
- 1-3. 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.

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

> No Yes--List the following information.

Firm name

Address

Extent of ownership

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing live swine for slaughter from Canada into the United States or which are engaged in exporting live swine for slaughter from Canada to the United States?

	No	YesList the fol	lowing information.		
:	Firm name	Add	ress	·	Affiliation
	production of live	e swine for slaughte		, which a	are engaged in the
	No	YesList the fol	lowing information.		
	Firm name	Add	ress	:	Affiliation
-					
	Does your firm s	upport, oppose, or ta	ake no position on the petitic	on?	
	Support	Oppose	Take no pos	sition	
	What would be the United States		m if live swine imported from	m Canad	a were not available in
-			_		
•					

PART II.-HOGS SLAUGHTERED

II-1. Report, as indicated below, your firm's annual slaughter of swine.

(<i>Quantity</i> in number (head) of swine)				
Item	2002	2003	2004	
SOWS FOR SLAUGHTER FROM THE UNITED STATES:	-			
Quantity purchased from related parties				
Quantity purchased from unrelated parties				
SOWS FOR SLAUGHTER FROM CANADA:				
Quantity purchased from related parties				
Quantity purchased from unrelated parties				
BOARS FOR SLAUGHTER FROM THE UNITED STATES:				
Quantity purchased from related parties				
Quantity purchased from unrelated parties				
BOARS FOR SLAUGHTER FROM CANADA:				
Quantity purchased from related parties				
Quantity purchased from unrelated parties				
BARROWS AND GILTS FOR SLAUGHTER RAISED TO APPF STATES:	OPRIATE MARKET W	EIGHTS IN TH	IE UNITED	
Quantity purchased from related parties				
Quantity purchased from unrelated parties				
BARROWS AND GILTS FOR SLAUGHTER RAISED TO APPF	OPRIATE MARKET W	EIGHTS IN CA	NADA:	
Quantity purchased from related parties				
Quantity purchased from unrelated parties				

II-2. If the relative shares of your firm's total purchases of live swine for slaughter from different sources (both U.S.-produced and Canadian) have changed in the last three years, state whether the relative share from that country has increased or decreased, and state the reason. Please quantify the approximate change in terms of number of head, weight and percentage.

Country	Increase/decrease	Reason
Canada		
United States		

PART II.-<u>HOGS SLAUGHTERED</u>--Continued

II-3(a). If your firm has purchased live swine for slaughter from only the United States or only Canada, please explain the reasons for doing so.

II-3(b). Is your firm aware of having made purchases of slaughter hogs that were born in Canada and raised in the United States? ____yes ____no. If the answer is yes, indicate what percentage of your total purchases are represented by such hogs._____ percentage.

II-4. Please complete the following table relating to your firm's packing capacity

Packing Capacity (Quantity in head of swine)				
Item	2002	2003	2004	
Average packing capacity (annual live swine slaughter)				
-Capacity increase (decrease) due to new investment (or closure)				
-Capacity increase (decrease) due to acquisition (or divestment)				
Other (explain)				

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. In what phases of the live swine industry does your firm and affiliated firms have operations (check all that apply)?

Farrowi	ng
Nursery	1
Birth to	feeder operation
Growin	g/finishing operation
Farrow	to finishing operation
Packer	
Other	

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-2. How has the demand for your firm's processed swine products changed since January 1, 2002? What principal factors have affected changes in demand? Please quantify any change in terms of number of head, weight and percentage.

	Increased	Unchanged	Decreased	
III-3.	Do you consider there	e to be a single North A	American market	
	• For swine?			
	• For pork ?			
III-4.		o If the answer	.S. and Canada in either th is yes please characterize	ne live swine or pork these barriers and contrast
III-5.		er the live swine for sl eight in the United Stat		asing is U.Sproduced (i.e.,
	Always	Usually	Sometimes	Never
III-6.			t not limited to, growers, c live swine for slaughter th	
	Always	Usually	Sometimes	Never
III-7.		are your customers for of the goods you supp		ware of and/or interested in
	Always	Usually	Sometimes	Never

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?					
·	\square No \square Yes–Please explain.				
(a) Please list	in order of importance any products	s that may be substituted for pork.			
(1)	(2)	(3)			
		nese products affected the price for pork and live			
No	Yes–Please explain.				
		ogs used for the same products as meat from			
		and boars used for the same products as the			
(c) Specifical	y, in what product(s) is meat from r	narket hogs, sows, and boars used?			
Market hogs					
Sows					
Boars					
	years? No Y (a) Please list (1) (b) Have chanswine for slau No (a) To what expressions and boar (b) To what expressions and boar (c) Specificall Market hogs _ Sows	years? No Yes–Please explain. (a) Please list in order of importance any products (1) (2) (5) Have changes in the supply and/or prices of the swine for slaughter?			

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-11. Has your firm experienced changes in the type and structure of its live swine suppliers (may

- include, but not limited to, growers, cooperatives, marketing groups, or independent order buyers) since January 1, 2002? No Yes–Please explain: address such factors as the size of the suppliers, the distance from which live swine are supplied, and any changes in Canadian versus domestic suppliers. III-12. Are you aware of any new sources of live swine, either Canadian or domestic, that have entered the market in the last 3 years? No Yes– Has your firm purchased slaughter swine from these sources? Please explain in detail; identify specific firms if possible and address those factors that caused you to purchase swine for slaughter from these new sources. III-13. Since January 1, 2002, have you discontinued purchasing swine for slaughter from any sources? No Yes--Please identify the reasons why you discontinued the purchases. III-14. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase live swine for slaughter (examples include current availability, extension of credit, prearranged contracts, price, traceability, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.). 1. 2._____

 - 3._____

Other factors or comments:

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-15.	What characteristics does your firm consider when determining the quality of live swine for slaughter?
III-16.	How often does your firm purchase the live swine for slaughter that is offered at the lowest price?
	$\Box Always \Box Usually \Box Sometimes \Box Never$
III-17.	Do you consider your firm to be a price taker (accepts the market price) or a price maker (influences or sets the market price) for your purchases of live swine for slaughter?
III-18.	What effect, if any, do prices in the futures market have on the prices of slaughter hogs?
III-19.	Have any major events in the pork market during 2002-2004 had a significant effect on the prices of live swine for slaughter? If so, please date the events and discuss their effects in the space providedYesNo

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-20. Have any major events in the other meat markets (e.g., beef, chicken, etc.) during 2002-2004 had a significant effect on the prices of live swine for slaughter? If so, please date the events and discuss their effects in the space provided. ____Yes. ____No.

III-21. Please describe the types of contracts under which you purchase live swine from Canada and the United States in the space provided below. In your discussion please state the percentages of your purchases falling under each contract type.

Canada	Percentage
Spot market-negotiated	
Contract-futures market	
Contract formula-hog prices	
Contract formula-meat prices	
Contract formula-feed prices	
Window contracts	
Other (explain)	
Total	100

United States	Percentage
Spot market-negotiated	
Contract-futures market	
Contract formula-hog prices	
Contract formula-meat prices	
Contract formula-feed prices	
Window contracts	
Other (explain)	
Total	100

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

- III-22. Are your contracts for slaughter hogs generally long-term? Yes____ No____. If the answer is yes, what is their normal length in years? ______
- III-23. What is the typical length of your contracts?
- III-24. What percentage of your purchases are pursuant to long term contracts? Please distinguish by source:

United States____ percent. Canada____ percent.

III-25. What percentage of your long-term contracts in 2002-04 were executed prior to the 2002-04 period?

United States _____ percent. Canada _____ percent.

- III-26. In the space provided, briefly describe the operation of formula contracts, including those tied to feed prices.
- III-27. Is there a trend toward arranging contracts tied to a weekly supply of slaughter hogs in order to maintain steady productivity of the packing facility? Please discuss.
- III-28. Please list the names of any firms you considered price leaders in the live swine for slaughter market during 2002-2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

Exports

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-29. Please describe how the above firm(s) exhibited price leadership.

	ltem	Actual	Projections
		Quantity of pork (thousands of pounds)	
III-31.	Please complete the follow	ing table relating to exports.	
	below.		
	increased pork exports cause the answer is yes, did your Canada? yes no I	increase during this period? yes se it to buy more live swine from th firm's increased pork exports cause f the answer is yes, are there any ch e suitable for supplying the export n	e United States? yes no If it to buy more live swine from aracteristics of Canadian live
III-30.	Did your firm export fresh	or processed pork during 2002-200	4? yes no If the answer is

2003

2004

2005

2006

2002

PART III.--<u>MARKET CHARACTERISTICS AND PURCHASING PRACTICES</u>--Continued

III-32. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for live swine for slaughter.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standar	·ds 🔲		
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for live swine for slaughter for which your firm has actual marketing/pricing knowledge.

United	States

Canada

No

- IV-2. Do you ever specifically purchase swine for slaughter from one country in particular over other possible sources of supply?
 - Yes--Please identify from which country (Canada or the United States) that you prefer to purchase, and indicate why live swine for slaughter from this country is preferred. (Please note the specific product in your response).
- IV-3. Are certain grades/types/sizes of swine for slaughter available from only a single source (domestic or Canadian)?

No

Yes--Please identify the source and the grade/type/size.

IV-4. If you purchased swine for slaughter from one country source although a comparable product was available from another country source at a lower price, please explain your reasons for doing so (please specify by country). Possibilities might include quality, availability reliability of supply or other factors.

IV-5. Please characterize the difference in delivered price, if any, between your firm's purchase price of U.S.-produced and Canadian swine for slaughter during the period 2002-2004

2002:	About the same	Canada higher	U.S. higher
2003:	About the same	Canada higher	U.S. higher
2004:	About the same	Canada higher	U.S. higher

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED <u>PRODUCT</u>--Continued

IV-6.	(a) How often does domestically produced swine for slaughter meet minimum quality specifications for your uses or your customers' uses?
	Always Usually Sometimes Rarely or never
	(b) How often does imported swine for slaughter from Canada meet minimum quality specifications for your uses or your customers' uses?
	Always Usually Sometimes Rarely or never
IV-7.	Is swine for slaughter produced in the United States and in Canada interchangeable (i.e., can it physically be used in the same applications)? Please indicate below by checking the appropriate box.
	Always Frequently Sometimes Never No familiarity
	If you answered that the products are <i>sometimes or never</i> interchangeable, please explain the factors that limit or preclude interchangeable use.
IV-8.	Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between swine for slaughter produced in the United States and in Canada a significant factor in your firm's purchases? Please indicate below by checking the appropriate box.
	Always Frequently Sometimes Never No familiarity
	If you answered that factors other than price are <i>always or frequently</i> a significant factor in your firm's purchases of swine for slaughter, please identify the factors and report the advantages or disadvantages imparted by such factors:

IV-9. For the factors listed below, please rate how swine for slaughter produced in Canada compares with swine for slaughter produced in the United States.

Canada compared to United States

SUPER	IOR	COMPARABLE	IN	FERIOR
Availability				
Delivery terms	🔲			
Delivery time				
Discounts offered				
Extension of credit				
Lower price ¹				
Minimum qty requirements				
Product consistency				
Quality meets industry standards				
Quality exceeds industry standards .				
Product range				
Reliability of supply				
Technical support/service				
Lower U.S. transportation costs	••••			
Other (specify):				

¹A lower price is considered a superior price; a higher price would be an inferior price.

PART V.--PRICING AND RELATED INFORMATION

Section V-A.-PRICE DATA

This section requests detailed information concerning your firm's purchases of barrows and gilts and sows and boars from <u>unrelated parties</u> from the United States and imported from Canada. On the following pages you are asked to report the quantities, prices and other information concerning U.S.-produced and imported swine for slaughter from Canada on specified dates during the 2002-2004 period. If your firm did not purchase any barrows and gilts or sows or boars for slaughter on the specified dates, please report your purchases on the date that is closest to the specified date. The prices reported should be the delivered prices of the swine to your establishment with transportation costs included. The prices reported should be net prices (i.e. gross purchase prices less all discounts, allowances, rebates, and any returned goods).

Selected purchases from <u>unrelated parties</u> of barrows and gilts raised to appropriate market weights in the United States for slaughter (*Value* in \$1,000, *Quantity* in head of swine)

Purchase closest to	Actual date of purchase	Quantity of pigs purchased	Average weight of pigs purchased (carcass wt)	Base carcass price per cwt	Net carcass price per cwt	Total delivered value		
Feb 13, 2002								
May 15, 2002								
Aug 14, 2002								
Nov 13, 2002								
Feb 12, 2003								
May 14, 2003								
Aug 13, 2003								
Nov 12, 2003								
Feb 18, 2004								
May 12, 2004								
Aug 18, 2004								
Nov 17, 2004								

Selected purchases from <u>unrelated parties</u> of barrows and gilts raised to appropriate market weights in Canada for slaughter (*Value* in \$1,000, *Quantity* in head of swine)

(value in \$1,000; «danaty in nead of swine)							
Purchase closest to	Actual date of purchase	Quantity of pigs purchased	Average weight of pigs purchased (carcass wt)	Base carcass price per cwt	Net carcass price per cwt	Total delivered value	
Feb 13, 2002							
May 15, 2002							
Aug 14, 2002							
Nov 13, 2002							
Feb 12, 2003							
May 14, 2003							
Aug 13, 2003							
Nov 12, 2003							
Feb 18, 2004							
May 12, 2004							
Aug 18, 2004							
Nov 17, 2004							

Selected purchases from <u>unrelated parties</u> of sows from the United States for slaughter

(Value in \$1,000, Quantity in head of swine)

•		-	•			
Purchase closest to	Actual date of purchase	Quantity of pigs purchased	Average weight of pigs purchased (carcass wt)	Base carcass price per cwt	Net carcass price per cwt	Total delivered value
Feb 13, 2002						
May 15, 2002						
Aug 14, 2002						
Nov 13, 2002						
Feb 12, 2003						
May 14, 2003						
Aug 13, 2003						
Nov 12, 2003						
Feb 18, 2004						
May 12, 2004						
Aug 18, 2004						
Nov 17, 2004						

Selected purchases from <u>unrelated parties</u> of sows from Canada for slaughter (*Value* in \$1,000, *Quantity* in head of swine)

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Purchase closest to	Actual date of purchase	Quantity of pigs purchased	Average weight of pigs purchased (carcass wt)	Base carcass price per cwt	Net carcass price per cwt	Total delivered value
Feb 13, 2002						
May 15, 2002						
Aug 14, 2002						
Nov 13, 2002						
Feb 12, 2003						
May 14, 2003						
Aug 13, 2003						
Nov 12, 2003						
Feb 18, 2004						
May 12, 2004						
Aug 18, 2004						
Nov 17, 2004						

Selected purchases <u>from unrelated parties</u> of boars from the United States for slaughter

(Value in \$1,000, Quantity in head of swine)

Purchase closest to	Actual date of purchase	Quantity of pigs purchased	Average weight of pigs purchased (carcass wt)	Base carcass price per cwt	Net carcass price per cwt	Total delivered value
Feb 13, 2002						
May 15, 2002						
Aug 14, 2002						
Nov 13, 2002						
Feb 12, 2003						
May 14, 2003						
Aug 13, 2003						
Nov 12, 2003						
Feb 18, 2004						
May 12, 2004						
Aug 18, 2004						
Nov 17, 2004						

Selected purchases from unrelated parties of boars from Canada for slaughter

(*Value* in \$1,000, *Quantity* in head of swine)

(Value in \$1,000, Quantity in nead of Swine)									
Purchase closest to	Actual date of purchase	Quantity of pigs purchased	Average weight of pigs purchased (carcass wt)	Base carcass price per cwt	Net carcass price per cwt	Total delivered value			
Feb 13, 2002									
May 15, 2002									
Aug 14, 2002									
Nov 13, 2002									
Feb 12, 2003									
May 14, 2003									
Aug 13, 2003									
Nov 12, 2003									
Feb 18, 2004									
May 12, 2004									
Aug 18, 2004									
Nov 17, 2004									

Section V-B.-PRICE-RELATED QUESTIONS

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V-B-1. Do the prices that you pay for live swine for slaughter from Canada differ from the prices that you pay for comparable U.S.-produced live swine? Yes. No. If the answer is yes, please explain what factors account for the difference in the space provided below.

PART VI.--SUPPLIER IDENTIFICATION

Please provide the names and addresses of your firm's five largest unrelated suppliers of live swine for slaughter purchased during 2002-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of swine for slaughter that each of these suppliers accounted for in 2004.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 pur- chases (%)
1					
2					
3					
4					
5					