

PRODUCERS' 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)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

If you or your firm produced pigs or hogs after January 1, 2002, were any or all of the pigs or hogs produced by you or your firm owned by you or your firm?

NO (If you or your firm did not own any of the pigs that were produced during 2002-2004, you do not need to complete this questionnaire. Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Proceed to answer all questions that apply to the **pigs or hogs that you or your firm owned**; do not include pigs or hogs that you or your firm did not own (produced on contract) in this questionnaire. 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 15 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-1a. 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-1b. 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.

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. (Attach extra pages if necessary).

I-3. Does your firm 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 and/or countervailing duty 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 and/or countervailing 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 live swine from Canada into the United States or which are engaged in exporting live swine from Canada to the United States? (Attach extra pages if necessary).

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation and Stage of Production or Slaughter</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of live swine? (Attach extra pages if necessary).

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation and Stage of Production</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the packing and/or the slaughter of live swine? (Attach extra pages if necessary).

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation and Stage of Production</u>
_____	_____	_____
_____	_____	_____

I-8. Does your firm have any ownership interests in Canadian facilities that produce and/or export live swine to the United States? (Attach extra pages if necessary).

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation and Stage of Production</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-9. If yes, did the Canadian facilities create additional capacity or replace U.S. domestic capacity?

I-10. Which of the following best describes your firm for the following periods (check all that apply)?

	2002	2003	2004
Swine farrowing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Swine nursery	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Swine feeder/finisher	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Farrow-to-finish	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Importer/broker/distributor	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify _____)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

I-11. Has your firm experienced a shift in the production stages it specializes in? If yes, please explain why (e.g, became more specialized in one production stage, could source inputs at lower cost than producing in-house, etc.)

I-12. In each year since 2002, what has been the health status of your swine operations in regards to PRRS? Your response should cover swine at all stages of production. Please indicate the number of your firm's production locations for each category.

PRRS negative herd:	2002____	2003____	2004____
PRRS positive herd, no outbreaks:	2002____	2003____	2004____
PRRS positive herd, with outbreak:	2002____	2003____	2004____

I-13. If any of your operations were PRRS positive but did not experience an outbreak, please describe the effects on these locations and estimate the total annual cost of the disease in each phase of your operations.

PART I.--GENERAL QUESTIONS--Continued

I-14. If any of your operations were PRRS positive and experienced an outbreak, please describe the effects specifically, by location, and estimate the total annual cost of the disease in each phase of your operations.

I-15. Have you implemented any changes to any of your operations in an effort to reduce the incidence or the impact of PRRS? Please describe the changes specifically, for each location and provide an estimate of the total annual cost.

I-16. If a PRRS outbreak led to a depopulation/repopulation at your facility, from where did you source the new livestock?

I-17. Did outbreaks of any other swine diseases (e.g., brucellosis, APP, mycoplasma, etc.) affect your operations during 2002-2004? If yes, please identify the disease and explain how it affected your production, your sow herd, and your overall operations. Did the availability of Canadian early weaned pigs and feeder pigs help offset the impact of this disease?

I-18. If an outbreak of disease (other than PRRS) led to a depopulation/repopulation at your facility, from where did you source the new livestock?

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188). **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

II-2. Has your firm experienced any production facility openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes, packing plant closings, 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 live swine, including production disruption from disease related incidents, since January 1, 2002?

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 acreage and using the same equipment and facilities used in the production of live swine?

No Yes--List the following information.

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

Products produced on the same acreage and share of total production in 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Live swine</u>	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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

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 live swine?

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 2004 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Live swine</u>	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2002, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of live swine?

No

Yes--Name firm: _____

II-7. Please discuss the hog cycle, explaining its duration and any effects it has on the supply of swine in the market. What part of the hog cycle is the industry now in? How long does the cycle last?

II-8. Is it your experience that large hog farms and integrated hog producers change their production differently in response to the hog cycle than do small hog farms and independent hog producers? If so, explain why.

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

II-9. List all of the states in which your firm had operations during the 2002-2004 period:

II-10. What is the maximum distance (miles) your firm has shipped the following types of pigs during the 2002-2004 period?

Type of pig	Maximum miles shipped
Early weaned pigs	_____
Feeder pigs	_____
Market hogs (barrows and gilts)	_____
Sows and boars	_____
Other (specify) _____	_____

II-11. How has the demand within the United States (and outside the United States if known) for live swine changed since January 1, 2002? What principal factors affect changes in demand?

_____ Increased _____ Unchanged _____ Decreased

II-12. Do you consider there to be a single North American market--

For swine? _____

For pork? _____

Are there significant barriers to trade between the U.S. and Canada in either the live swine or pork markets? If so, please characterize these barriers and contrast the barriers that exist in each market.

II-13. Do you consider your firm to be a price taker (accepts the market price) or price maker (influences or sets the market price) for your purchases of early weaned or feeder pigs? _____

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

II-14. Do you consider your firm to be a price taker (accepts the market price) or price maker (influences or sets the market price) for your sales of market hogs? _____

II-15. In your opinion, what is the impact of imports of early weaned and feeder pigs from Canada by U.S. producers on the condition of the domestic industry?

II-16. In your opinion, what was the effect of PRRS on the levels of imports of live swine from Canada during 2002-2004?

II-17. In your opinion, did PRRS adversely affect the condition of the U.S. live swine industry during 2002-2004? If yes, did the availability of Canadian early weaned pigs and feeder pigs help offset the impact of PRRS?

II-18. In your opinion, did outbreaks of any other swine diseases (e.g., brucellosis, APP, mycoplasma, etc.) in the United States affect the levels of imports of live swine from Canada during 2002-2004? In your opinion, did the disease(s) adversely affect the condition of the U.S. industry during 2002-2004? If yes, did the availability of Canadian early weaned pigs and feeder pigs help offset this disease?

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

II-19. Have any major events in the U.S. and/or Canadian meat markets (pork, beef, chicken, etc.) during 2002-2004 had a significant effect on your firm's prices of live swine? If so, please date the events, the markets involved, and discuss their effects in the space provided.
___ Yes. ___ No.

II-20. During 2002-2004 have you experienced any difficulties obtaining a suitable labor supply to operate your barns or to expand production? If so, please explain.

II-21. During 2002-2004 were you denied any necessary permits (including but not limited to zoning or environmental permits) for a planned expansion or planned new construction? Identify the location, the type of permit, and explain the circumstances of the denial.

II-22. During 2002-2004 have you closed a swine facility, cancelled a planned expansion of an existing facility, or cancelled construction of a planned new facility because of the denial of any necessary permits (including, but not limited to the zoning or environmental permits)? If so, please identify the type of permit and explain the circumstances leading to and the reasons for that decision.

II-23. What would be the effect on your firm if live swine imported from Canada were not available in the United States?

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

II-24. Since January 1, 2002, has your firm experienced a change in the number of breeding animals (sows). If so, why?

II-25. During 2002-2004 have you acquired the assets of other swine operations? What were the results of that acquisition in terms of the net increase in the overall capacity of your firm?

II-26. Do you regularly trade live hog futures or options on the Chicago Mercantile Exchange?

Do you regularly trade pork belly futures or options on the Chicago Mercantile Exchange?

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

II-27. Report your firm's production, shipments, and employment related to live swine in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

U.S. Live Swine Producers: Capacity, Production, and Employment				
		2002	2003	2004
Farrowing Phase (number of sows or pigs)				
Gestation capacity ¹ (number of sows)	Owned			
	Contracted			
Sows actually bred				
Farrowing capacity	Owned			
	Contracted			
Sows actually farrowed				
Total pigs weaned				
Pigs per litter				
Litters per year				
Weaned pigs sold to other U.S. producers				
Weaned pigs transferred to owned U.S. nursery facilities				
Weaned pigs transferred to contracted U.S. nursery facilities				
Sows and boars sold for slaughter				
Nursery Phase (number of pigs)				
Nursery capacity	Owned			
	Contracted			
Weaned pigs placed in these facilities	U.S.-born			
	Canadian-born			
Total feeder pigs produced				
Feeder pigs sold to other U.S. feeders				
Feeder pigs transferred to owned U.S. finishing facilities				
Feeder pigs transferred to contracted U.S. finishing facilities				
Finishing Phase (including pigs transferred directly from farrowing to finishing facilities)				
Feeding capacity ²	Owned			
	Contracted			
Feeder pigs placed in these facilities	U.S.-born			
	Canadian-born			
Total market hogs produced				
Market hogs sold to U.S. processing facilities				
Market hogs transferred to owned processing facilities				
Employment				
Average number of PRWs				
Hours worked by PRWs (1,000 hours)				
Wages paid to PRWs (value)				

1. Report the number of sows that your firm could maintain based on its existing operations

2. i.e., number of pigs that can be housed in the feeding facility multiplied by the expected annual turnover at that facility.

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

II-28. Has your firm purchased live swine (including direct imports) since January 1, 2002? (See definitions in the instruction booklet.)

No

Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in head of swine, value in \$1,000)</i>			
Item	Calendar years		
	2002	2003	2004
PURCHASES OF LIVE SWINE FROM CANADA:			
Early weaned pigs			
<i>Quantity</i>			
<i>Value</i>			
Feeder pigs			
<i>Quantity</i>			
<i>Value</i>			
Feeder-finishing (over 50 pounds) live swine			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM DOMESTIC PRODUCERS:			
Early weaned pigs			
<i>Quantity</i>			
<i>Value</i>			
Feeder pigs			
<i>Quantity</i>			
<i>Value</i>			
Feeder-finishing (over 50 pounds) live swine			
<i>Quantity</i>			
<i>Value</i>			
PURCHASES FROM OTHER SOURCES:			
Early weaned pigs			
<i>Quantity</i>			
<i>Value</i>			
Feeder pigs			
<i>Quantity</i>			
<i>Value</i>			
Feeder-finishing (over 50 pounds) live swine			
<i>Quantity</i>			
<i>Value</i>			
¹ Please list the name of the firm(s) from which you purchased this product and the stage of production (e.g., early weaned (less than 15 pounds), feeder (15-50 pounds), feeder-finishing (over 50 pounds). If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/> <hr/> <hr/> <hr/>			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725 or David.Boyland@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			
	Ext.		
Phone No.		Fax No.	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 examined, explain below:

- B. 1. Please check the term which best describes your organization: Proprietorship ___
Partnership ___ Corporation ___ Other (specify) _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? 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. Does your firm have a separate and distinct cost accounting system (for instance, do you have a standard cost system), or does it simply accumulate costs as they are incurred in its general accounting books and records? If your firm has a separate and distinct system, briefly describe it (e.g., standard cost, job order cost, etc.).

III-4. Describe briefly your submission methodology, including allocation basis, if any, particularly for cost of purchased pigs, feed costs, marketing fees and expenses, and interest expenses.

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

<u>Product(s)</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on live swine.--Report the revenue and related cost information requested below on the live swine operations of your U.S. establishment(s).¹ Note that transfers to related firms (including internal transfers) 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.

(Quantity in number of head, value in \$1,000s)			
Item	Fiscal years ended--		
	_____	_____	_____
<u>Commercial net sales quantities:</u> ²			
Early weaned pigs or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 110 lbs.			
Market hogs ready for slaughter			
Other hogs (culls; slow grows; sows and boars for slaughter or breeding stock)			
<u>Transfers to related firms (including internal transfers) net sales quantities:</u> ²			
Early weaned pigs or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 110 lbs.			
Market hogs ready for slaughter			
Other hogs (culls; slow grows; sows and boars for slaughter or breeding stock)			
Total net sales quantities			
<u>Commercial net sales values:</u> ²			
Early weaned pigs or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 110 lbs.			
Market hogs ready for slaughter			
Other hogs (culls; slow grows; sows and boars for slaughter or breeding stock)			
<u>Transfers to related firms (including internal transfers) net sales values:</u> ²			
Early weaned pigs or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 110 lbs.			
Market hogs ready for slaughter			
Other hogs (culls; slow grows; sows and boars for slaughter or breeding stock)			
Total net sales values			
<i>Continued on following page.</i>			

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on live swine—continued

(Quantity in number of head, value in \$1,000s)			
Item	Fiscal years ended—		
	_____	_____	_____
Operating expenses:³			
Cost of purchasing pigs:			
Early weaned pigs or less than 15 lbs.			
Feeder pigs: 15 lbs. to less than 50 lbs.			
Feeder pigs: 50 lbs. to less than 110 lbs.			
Total			
Feed costs			
Housing, fencing, and feeders ⁴			
Breeding expenses (replacement gilts & boars, artificial insemination, and other supplies)			
Vaccination, medication and other medical costs			
Sanitation, pest control, and waste and carcass disposal costs ⁵			
Land rent and/or mortgage payments			
Labor			
Utilities (Electric, natural gas, telephone, etc.)			
Insurance			
Interest ⁶			
Depreciation			
Transportation to processors			
Marketing fees and expenses			
All other expenses			
Total operating expenses			
Owners' and/or partners' compensation ⁷			
Net income or (loss) before income taxes			
Other items:			
Annual capital expenditures			
Total assets			
Foreign exchange and/or hedging gains or (losses) ⁸			

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

² Less discounts, returns, allowances, and freight.

³ Operating expenses related to live swine only.

⁴ Including repairs and other expenses, not capital expenditures. Asset purchases and other capital expenditures that will be depreciated should be listed under "annual capital expenditures" below.

⁵ Net of any revenue from waste sold as fertilizer.

⁶ Excluding mortgage interest, which should be included under "land rent and/or mortgage payments."

⁷ Not to be reported by C corporations. Include salaries and benefits (e.g., lease payments, bonuses, insurance payments).

⁸ Separately report foreign exchange and/or hedging gains or (losses) which are reflected in the income statement.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Did your firm sell sows and/or boars for slaughter and/or breeding stock during the period examined?

No Please answer questions III-11 through III-15

Yes Please answer questions III-8 through III-15.

III-8 Please describe the general nature of your sales of sows and/or boars for slaughter; e.g., how does this activity fit in with your overall operations on live swine?

III-9 Please describe the general nature of your sales of sows and/or boars for breeding stock; e.g., how does this activity fit in with your overall operations on live swine?

III-10. Operations on sows and boars.--Report the revenue and related cost information on the sow and boar operations (for slaughter and/or breeding stock) of your U.S. establishment(s).¹ Note that transfers to related firms (including internal transfers) 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.

(Quantity in number of head, Value in \$1,000s)			
Item	Fiscal years ended--		
	_____	_____	_____
Commercial net sales quantities: ²			
Sows			
Boars			
Transfers to related firms (including internal transfers) net sales quantities: ²			
Sows			
Boars			
Total net sales quantities			
Commercial net sales values: ²			
Sows			
Boars			
Transfers to related firms (including internal transfers) net sales values: ²			
Sows			
Boars			
Total net sales values			
Total operating expenses: ³			
Owners' and/or partners' salaries ⁴			
Net income or (loss) before income taxes			
Other items:			
Annual capital expenditures			
Total assets			
Foreign exchange and/or hedging gains or (losses) ⁵			
¹ Include only sales (whether domestic or export) and costs related to your U.S. farming operations as they relate to sows and boars (for slaughter or breeding stock). ² Less discounts, returns, allowances, and freight. ³ Operating expenses related to sows and boars (for slaughter or breeding stock). ⁴ Not to be reported by C corporations. ⁵ Separately report foreign exchange and/or hedging gains or (losses) which are reflected in the income statement.			

PART III.--FINANCIAL INFORMATION--Continued

III-11. For fiscal year 2004, please list, by sales segment identified below, the percentage of the number of head sold in that segment that were contracted out to farms not owned by your company or an affiliated company. For example, if half of your market hogs sold in 2004 were contracted to independent finishers, you would put "50%" in the "Market hogs ready for slaughter ____%" line.

Early weaned pigs: or less than 15 lbs _____%

Feeder pigs: 15 lbs to less than 50 lbs _____%

Feeder pigs: 50 lbs to less than 110 lbs _____%

Market hogs ready for slaughter _____%

Other hogs _____%

III-12. Since January 1, 2002, 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, or the scale of capital investments as a result of imports of live swine from Canada, Porcine Reproductive and Respiratory Syndrome (PRRS) , or other live-swine related diseases?

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

	Imports from Canada	PRRS	Other Diseases
Cancellation or rejection of expansion projects	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Denial or rejection of investment proposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduction in the size of capital investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rejection of bank loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowering of credit rating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Problem related to the issue of stocks or bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (specify) _____

PART III.--FINANCIAL INFORMATION--Continued

III-13. Please explain how imports from Canada caused the negative effect(s) indicated in response to question III-12 above.

III-14. Please explain how PRRS and/or other live-swine related diseases caused the negative effect(s) indicated in response to question III-12.

III-15. Does your firm anticipate any negative impact of imports of live swine from Canada?

No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Clark Workman (202-205-3248).

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 detailed information concerning your firm's purchases from unrelated parties of early weaned pigs and feeder pigs produced in 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 from Canada on specified dates during 2002-2004. If your firm did not purchase any early weaned pigs or feeder pigs 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 early weaned pigs or feeder pigs 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 unrelated parties of Canadian-born 10-POUND BASIS EARLY WEANED PIGS (Value in U.S. \$, Quantity in head of swine)						
Purchase closest to:	Actual date of purchase	Quantity of pigs purchased	Avg. weight of pigs purchased (pounds)	Base price per pig	Per pig price adjustment for weight (slide)	Total delivered value
February 13, 2002						
May 15, 2002						
August 14, 2002						
November 13, 2002						
February 12, 2003						
May 14, 2003						
August 13, 2003						
November 12, 2003						
February 18, 2004						
May 12, 2004						
August 18, 2004						
November 17, 2004						

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

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

Selected Purchases from unrelated parties of <u>U.S.-born</u> 10-POUND BASIS EARLY WEANED PIGS (Value in U.S. \$, Quantity in head of swine)						
Purchase closest to:	Actual date of purchase	Quantity of pigs purchased	Avg. weight of pigs purchased (pounds)	Base price per pig	Per pig price adjustment for weight (slide)	Total delivered value
February 13, 2002						
May 15, 2002						
August 14, 2002						
November 13, 2002						
February 12, 2003						
May 14, 2003						
August 13, 2003						
November 12, 2003						
February 18, 2004						
May 12, 2004						
August 18, 2004						
November 17, 2004						

Selected Purchases from unrelated parties of <u>Canadian-born</u> 40-POUND BASIS FEEDER PIGS (Value in U.S. \$, Quantity in head of swine)						
Purchase closest to:	Actual date of purchase	Quantity of pigs purchased	Avg. weight of pigs purchased (pounds)	Base price per pig	Per pig price adjustment for weight (slide)	Total delivered value
February 13, 2002						
May 15, 2002						
August 14, 2002						
November 13, 2002						
February 12, 2003						
May 14, 2003						
August 13, 2003						
November 12, 2003						
February 18, 2004						
May 12, 2004						
August 18, 2004						
November 17, 2004						

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

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

Selected Purchases from unrelated parties of <u>U.S.</u>-born 40-POUND BASIS FEEDER PIGS (Value in U.S. \$, Quantity in head of swine)						
Purchase closest to:	Actual date of purchase	Quantity of pigs purchased	Avg. weight of pigs purchased (pounds)	Base price per pig	Per pig price adjustment for weight (slide)	Total delivered value
February 13, 2002						
May 15, 2002						
August 14, 2002						
November 13, 2002						
February 12, 2003						
May 14, 2003						
August 13, 2003						
November 12, 2003						
February 18, 2004						
May 12, 2004						
August 18, 2004						
November 17, 2004						

Selected Purchases from unrelated parties of <u>Canadian</u>-born 50-POUND BASIS FEEDER PIGS (Value in U.S. \$, Quantity in head of swine)						
Purchase closest to:	Actual date of purchase	Quantity of pigs purchased	Avg. weight of pigs purchased (pounds)	Base price per pig	Per pig price adjustment for weight (slide)	Total delivered value
February 13, 2002						
May 15, 2002						
August 14, 2002						
November 13, 2002						
February 12, 2003						
May 14, 2003						
August 13, 2003						
November 12, 2003						
February 18, 2004						
May 12, 2004						
August 18, 2004						
November 17, 2004						

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

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

Selected Purchases from unrelated parties of U.S.-born 50-POUND BASIS FEEDER PIGS (Value in U.S. \$, Quantity in head of swine)						
Purchase closest to:	Actual date of purchase	Quantity of pigs purchased	Avg. weight of pigs purchased (pounds)	Base price per pig	Per pig price adjustment for weight (slide)	Total delivered value
February 13, 2002						
May 15, 2002						
August 14, 2002						
November 13, 2002						
February 12, 2003						
May 14, 2003						
August 13, 2003						
November 12, 2003						
February 18, 2004						
May 12, 2004						
August 18, 2004						
November 17, 2004						

Section IV-B.--PRICE RELATED QUESTIONS

IV-B-1. Are live swine produced in the United States and in Canada interchangeable (i.e., can they 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 *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-2. If you purchased live swine, are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between live swine produced in the United States and in Canada a significant factor in your firm's decision? Please indicate below by checking the appropriate box.

Always Frequently Sometimes Never No familiarity

If you answered that factors other than price are *always or frequently* a significant factor in your firm's purchases of live swine, please identify the factors and report the advantages or disadvantages imparted by such factors:

IV-B-3. If you purchased live swine, rank on a scale from one-to-five (1 indicating the poorest quality, 5 indicating the highest quality) the following characteristics of your firm's swine purchases or imports from U.S. and Canadian suppliers.

United States suppliers

Health	1	2	3	4	5	NA
Delivery timeliness	1	2	3	4	5	NA
Growth performance	1	2	3	4	5	NA
Availability of desired volume (lot size)	1	2	3	4	5	NA
Other _____	1	2	3	4	5	NA

Canadian suppliers

Health	1	2	3	4	5	NA
Delivery timeliness	1	2	3	4	5	NA
Growth performance	1	2	3	4	5	NA
Availability of desired volume (lot size)	1	2	3	4	5	NA
Other _____	1	2	3	4	5	NA

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

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

IV-B-4. If you purchased live swine, are the above characteristics of the suppliers used as criteria for determining if your firm purchases pigs using negotiated transactions or formula contracts?

No Yes

Please explain whether there are other criteria used to determine the type of contract your firm chooses.

IV-B-5. If your firm imports/purchases live swine from both the United States and Canada, please characterize the difference in price, if any, between the delivered import/purchase prices of U.S.-produced and Canadian live swine 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

IV-B-6. How have exchange rate fluctuations between the U.S. dollar and Canadian dollar during 2002-2004 affected your firm?

IV-B-7(a). In your opinion, what is the average health status of Canadian early weaned pigs relative to domestic early weaned pigs (check one box):

Significantly better health status	<input type="checkbox"/>
Slightly better health status	<input type="checkbox"/>
About the same health status	<input type="checkbox"/>
Slightly lower health status	<input type="checkbox"/>
Significantly lower health status	<input type="checkbox"/>

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

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

IV-B-7(b). In your opinion, what is the average health status of Canadian feeder pigs relative to domestic feeder pigs (check one box):

Significantly better health status	<input type="checkbox"/>
Slightly better health status	<input type="checkbox"/>
About the same health status	<input type="checkbox"/>
Slightly lower health status	<input type="checkbox"/>
Significantly lower health status	<input type="checkbox"/>

IV-B-8(a). If you purchased live swine, how are your purchase prices of the early weaned or feeder pigs from United States and Canadian suppliers generally determined? Indicate the percentage for each type

Canada	Percentage
Spot market-negotiated	<input type="text"/>
Contract-futures market	<input type="text"/>
Contract formula-hog prices	<input type="text"/>
Contract formula-meat prices	<input type="text"/>
Contract formula-feed prices	<input type="text"/>
Window contracts	<input type="text"/>
Other (explain) _____	<input type="text"/>
Total	100

United States	Percentage
Spot market-negotiated	<input type="text"/>
Contract-futures market	<input type="text"/>
Contract formula-hog prices	<input type="text"/>
Contract formula-meat prices	<input type="text"/>
Contract formula-feed prices	<input type="text"/>
Window contracts	<input type="text"/>
Other (explain) _____	<input type="text"/>
Total	100

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

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

IV-B-8(b). Explain the role of hog futures prices in determining the price of early weaned and feeder pigs.

IV-B-8(c). Does the method of arriving at prices for early weaned or feeder pigs born in the United States differ from those imported from Canada? ____ Yes ____ No. If the answer is yes, please discuss what accounts for the difference in the space below.

IV-B-9. If you purchased live swine, is your firm committed to a long-term feed contract? ____ Yes ____ No. If so, what are the terms of the contract and when was it executed?

IV-B-10. What percentages of your purchases are pursuant to long-term contracts, that is, a written agreement to supply live swine for more than one year? Please distinguish by source and type.

Early weaned pigs	United States _____	Canadian _____
Feeder pigs	United States _____	Canadian _____
Market hogs	United States _____	Canadian _____
Sows & boars	United States _____	Canadian _____

IV-B-11. What percentages of your long-term purchase contracts in 2002-2004 were executed prior to the 2002-2004 period? Please distinguish by source and by type.

Early weaned pigs	United States _____	Canadian _____
Feeder pigs	United States _____	Canadian _____
Market hogs	United States _____	Canadian _____
Sows & boars	United States _____	Canadian _____

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

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

IV-B-12. What was the typical length of your purchase contracts during the 2002-2004 period? Please distinguish by source and by type.

Early weaned pigs	United States _____	Canadian _____
Feeder pigs	United States _____	Canadian _____
Market hogs	United States _____	Canadian _____
Sows & boars	United States _____	Canadian _____

IV-B-13. What percentages of your *sales* are pursuant to long-term contracts, that is, a written agreement to supply live swine for more than one year? Please distinguish by source and type.

Early weaned pigs	_____
Feeder pigs	_____
Market hogs	_____
Sows & boars	_____

IV-B-14. What percentages of your long-term *sales* contracts in 2002-2004 were executed prior to the 2002-2004 period? Please distinguish by source and by type.

Early weaned pigs	_____
Feeder pigs	_____
Market hogs	_____
Sows & boars	_____

IV-B-15. What was the typical length of your *sales* contracts during the 2002-2004 period? Please distinguish by source and by type.

Early weaned pigs	_____
Feeder pigs	_____
Market hogs	_____
Sows & boars	_____

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 live swine 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 shipments of live swine that each of these customers accounted for in 2004.

19	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2004 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

PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.

Since January 1, 2002: Did your firm lose sales of live swine to imports of these products from Canada?

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 (head)	Rejected U.S. price (total value--dollars)	Country of origin	Accepted import price (total value--dollars)

PART V. MARKET CHARACTERISTICS AND PURCHASING PRACTICES

V-1. If the relative shares of your firm's total purchases of live swine 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.

Country	Increase/decrease	Reason
Canada		
United States		

V-2. If your firm has purchased live swine from only the United States or only Canada, please explain the reasons for doing so.

V-3. To your knowledge, are your customers *aware* of the country of origin (including the United States) of the goods you supply them?

Always
 Usually
 Sometimes
 Never

To your knowledge, are your customers *interested* in the country of origin of the goods you supply them?

Always
 Usually
 Sometimes
 Never

V-4. Have you made significant changes in your purchasing patterns (e.g., frequency, volume, source, size, etc.) in the last three years?

No Yes—Please explain.

PART V. MARKET CHARACTERISTICS AND PURCHASING PRACTICES *Continued*

V-5. 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 live swine from these sources? Please explain in detail; identify specific firms if possible and address those factors that caused you to purchase live swine from these new sources.

V-6. Since January 1, 2002, have you discontinued purchasing live swine from any sources?

No Yes--Please identify the reasons why you discontinued the purchases.

V-7. How often does your firm purchase live swine that is offered at the lowest price?

Always Usually Sometimes Never

PART V.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued

V-8. For the factors listed below, please rate each in terms of its importance in your purchase decision for live swine.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disease free	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

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

United States Canada

VI-2. Do you ever specifically purchase live swine from one country in particular over other possible sources of supply?

No Yes--Please identify from which country (Canada or the United States) that you prefer to purchase, and indicate why live swine from this country is preferred. (Please note the specific product in your response) i.e., early weaned pigs, feeder pigs, or market hogs.

VI-3. Are certain grades/types/sizes of swine available from only a single source (domestic or Canadian)?

No Yes--Please identify the source and the grade/type/size.

VI-4. If you purchased live swine 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.

VI-5. (a) How often does domestically produced live swine meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(b) How often does imported live swine from Canada meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

PART VI. COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT
Continued

VI-6 . For the factors listed below, please rate how live swine produced in Canada compares with live swine produced in the United States.

Canada compared to United States

	SUPERIOR	COMPARABLE	INFERIOR
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disease free	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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