

U.S. IMPORTERS' QUESTIONNAIRE

CERTAIN PASTA FROM ITALY AND TURKEY

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 May 1, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty order reviews concerning certain dry pasta from Italy and Turkey (inv. Nos. 701-TA-365-366 and 731-TA-734-735 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported dry pasta (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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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CERTIFICATION

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

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

I acknowledge that information submitted in this questionnaire response and throughout these reviews 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 reviews 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

Signature of Authorized Official

Date

E-mail address

Phone

Ext.:

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-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 pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. 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-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain dry pasta from Italy and Turkey into the United States or which are engaged in exporting all certain dry pasta from Italy and Turkey to the United States?

No Yes--List the following information

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain dry pasta from countries other than Italy and Turkey into the United States or which are engaged in exporting certain dry pasta from countries other than Italy and Turkey 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 dry pasta?

No Yes--List the following information

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

I-7. Please indicate the nature of your firm's importing operations on dry pasta. More than one answer may be applicable.

- Importer of record
- Takes title to the imported product(s)
- Consignee of the imported products(s)
- Customs broker or freight forwarder.

PART I.—General Questions--Continued

I-8. If your firm is an importer of record of certain dry pasta but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. Please indicate whether your firm enters certain dry pasta into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes—list location(s):

Bonded warehouses No Yes—list location(s):

I-10. Please indicate whether your firm imports certain dry pasta under the TIB (temporary importation under bond) program.

No Yes

I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for certain dry pasta?

No Yes—Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify.

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188. mgs@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 number E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain dry pasta since January 1, 2001?

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

PART II.—TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of certain dry pasta in the future?

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

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of certain dry pasta in the future if the antidumping and countervailing duty orders on certain dry pasta from Italy and Turkey were to be revoked?

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

II-5. Has your firm imported or arranged for the importation of certain dry pasta from Italy and Turkey for delivery after March 31, 2007

- No Yes— Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces dry pasta in the United States, please indicate your reasons for importing this certain dry pasta. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of dry pasta imported by your firm during 2001-2006. (See definitions in the instruction booklet.) **Report separately for Italy (Lensi and all other firms), Turkey, and for other (certain dry pasta from sources other than Turkey and Italy; and other dry pasta from all sources, including Turkey and Italy).** If completing this questionnaire electronically, copy and paste the following table for as many pages as you need and place and "X" next to the country for which you are reporting in the space provided. If completing this questionnaire as a hard copy, photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Italy (certain dry pasta-Lensi) Italy (certain dry pasta all other) Turkey (certain dry pasta)

Other (certain dry pasta from all other sources combined) Other (other dry pasta from all sources combined)

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	2001	2002	2003	2004	2005	2006
Beginning-of-period inventories (quantity)						
Imports						
Quantity of imports						
Value of imports						
U.S. shipments:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption/ Transfers to related firms:						
Quantity of internal cons/transfers						
Value ² of internal cons/transfers						
Export shipments: ³						
Quantity of exports						
Value of exports						
End-of-period inventories ⁴ (quantity)						
Channels of distribution:						
U.S. shipments to distributors (quantity)						
U.S. shipments to end users/retailers (quantity)						

¹ Please identify these sources and type of pasta: _____

² Please identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001-06: _____

⁴ Identify, by quantity, your principal export markets for 2006: Country: _____, _____ % of exports; Country: _____, _____ % of exports; Country: _____, _____ % of exports; All other countries: _____, _____ % of exports.

⁵ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART II.—TRADE AND RELATED INFORMATION--Continued

II-7b. **IMPORTS BY SOURCE.**-- Report your firm's imports and your firm's shipments and inventories of all dry pasta imported by your firm during the specified January-March periods. (See definitions in the instruction booklet.) **Report separately for Italy (Lensi and all other firms), Turkey, and for other (certain dry pasta from sources other than Turkey and Italy; and other dry pasta from all sources, including Turkey and Italy).** If completing this questionnaire electronically, copy and paste the following table for as many pages as you need and place an "X" next to the country for which you are reporting in the space provided. If completing this questionnaire as a hard copy, photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Italy (certain dry pasta-Lensi) Italy (certain dry pasta all other) Turkey (certain dry pasta)

Other (certain dry pasta from all other sources combined) Other (other dry pasta from all sources combined)

Quantity (in 1,000 pounds) and value (in \$1,000)		
Item	January-March 2006	January-March 2007
Beginning-of-period inventories (quantity)		
Imports		
Quantity of imports		
Value of imports		
U.S. shipments:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption/ Transfers to related firms:		
Quantity of internal cons/transfers		
Value ² of internal cons/transfers		
Export shipments: ³		
Quantity of exports		
Value of exports		
End-of-period inventories ⁴ (quantity)		
Channels of distribution:		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users/retailers (quantity)		

¹ Please identify these sources and type of pasta: _____

² Please identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for Jan.-Mar. 2006 and Jan.-Mar. 2007: _____

⁴ Identify, by quantity, your principal export markets for Jan.-Mar. 2007: Country: _____, _____ % of exports; Country: _____, _____ % of exports; Country: _____, _____ % of exports; All other countries: _____, _____ % of exports.

⁵ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

PART II.—TRADE AND RELATED INFORMATION--Continued

II-8. CHANNELS OF DISTRIBUTION.--Report your firm's **estimated quantity and value** of U.S. shipments of the **dry pasta** imported by your firm. (See definitions in the instruction booklet.) **Report separately for Italy (Lensi and all other firms), Turkey, and for other (certain dry pasta from sources other than Turkey and Italy; and other dry pasta from all sources, including Turkey and Italy).** If completing this questionnaire electronically, copy and paste the following table for as many pages as you need and place an "X" next to the country for which you are reporting in the space provided. If completing this questionnaire as a hard copy, photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Italy (certain dry pasta-Lensi) Italy (certain dry pasta all other) Turkey (certain dry pasta)

Other (certain dry pasta from all other sources combined) Other (other dry pasta from all sources combined)

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	2001		2006	
	Quantity	Value	Quantity	Value
Retail market:				
Retail grocery store/chains				
Mass merchandisers				
Wholesale clubs				
Specialty distributors				
Direct store delivery distributors (DSDs)				
Wholesale distributors				
Other or unknown retail ¹				
Food service market:				
Restaurant/cafeterias				
Institutional users				
Food service distributors				
Other or unknown food service ²				
Industrial use (including your company transfers):				
Soup (canned and dry)				
Shelf-stable prepared pasta dishes				
Dry macaroni & cheese mixes				
Other or unknown industrial ³				
Shipments to other U.S. producers⁴				
TOTAL⁵				
¹ Please identify: _____				
² Please identify: _____				
³ Please identify: _____				
⁴ Shipments to other U.S. producers of pasta, such as under toll agreements or "co-packing" agreements.				
⁵ Total should equal the total quantity of U.S. shipments (commercial and internal consumption/company transfers) reported for question II-9a.				

PART II.—TRADE AND RELATED INFORMATION--Continued

II-9. Describe the significance of the existing antidumping and countervailing duty orders covering imports of certain dry pasta from Italy and Turkey in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-10. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of dry pasta in the future if the antidumping and countervailing duty orders on certain dry pasta from Italy and Turkey were to be revoked?

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

PART II.—TRADE AND RELATED INFORMATION--Continued

II-11. Please provide the quantity and value of U.S. shipments of your firm's U.S. imports of the following dry pasta products during 2001 and 2006. **Report for Italy (for firms other than Lensi), Turkey, and for other (certain dry pasta from sources other than Turkey and Italy; and other dry pasta from all sources, including Turkey and Italy).**

Item	Italy (certain dry pasta, other than Lensi)		Turkey (certain dry pasta)		Other (certain dry pasta from all other sources combined and other dry pasta from all sources)	
	Quantity (1,000 pounds)	Value (\$1000)	Quantity (1,000 pounds)	Value (\$1000)	Quantity (1,000 pounds)	Value (\$1000)
2001:						
Dry non-egg pasta: Organic						
Non-organic						
Subtotal						
Dry egg pasta Organic						
Non-organic						
Subtotal						
Total						
2006:						
Dry non-egg pasta: Organic						
Non-organic						
Subtotal						
Dry egg pasta Organic						
Non-organic						
Subtotal						
Total						

PART II.—TRADE AND RELATED INFORMATION--Continued

II-12. Please provide the quantity and value of U.S. shipments of your firm's U.S. imports of whole wheat pasta (see instructions Booklet) for the specified periods

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>								
Item	Calendar years						Jan.-Mar.	
	2001	2002	2003	2004	2005	2006	2006	2007
Italy								
<i>Quantity</i>								
<i>Value</i>								
Turkey								
<i>Quantity</i>								
<i>Value</i>								
All other sources								
<i>Quantity</i>								
<i>Value</i>								

PART III.—PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Steve Trost (202-205-3220, steven.trost@usitc.gov).

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

Company contact:

Name and title

() _____

Phone number

E-mail address

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-March 2007. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.—Brand-name dry non-egg spaghetti (in 1 lb. pkg)

Product 2.—Brand name dry non-egg rigatoni (in 1 lb. pkg)

Product 3.—Brand-name dry non-egg angel hair pasta (in 1 lb. pkg)

Product 4.—Private-label dry non-egg spaghetti (in 1 lb. pkg)

Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported.

Report separately for Italy (Lensi and all other firms), Turkey, and for other (certain dry pasta from sources other than Italy and Turkey; and other dry pasta from *all* sources, including Turkey and Italy).

In addition, report separately for sales to retail grocery stores and sales to distributors.

If completing this questionnaire electronically, copy and paste the following table for as many pages as you need and place and "X" next to the country and channel for which you are reporting in the space provided. If completing this questionnaire as a hardcopy, photocopy as many pages as you need and identify the country and channel for which you are reporting in the space provided.

PART III.—PRICING AND MARKET FACTORS

___ Sales to retail grocery stores ___ Sales to distributors

___ Italy (Lensi) ___ Italy (all other producers besides Lensi) ___ Turkey ___ Other country: _____

<i>(Quantity in 1,000 pounds, value in dollars)</i>								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value ¹						
2001								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2002								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2003								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2004								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2005								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2006								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								

¹ 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.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____
 Product 2: _____
 Product 3: _____
 Product 4: _____

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of dry pasta (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. Please indicate any differences for certain dry pasta and other dry pasta.

III-B-2. Are prices for different shapes/forms of dry pasta determined differently? For example, does your firm use “tier pricing” in which products are grouped into tiers and each tier receives a similar price or “line pricing” where prices are the same for all product forms?

III-B-3. If your firm uses tier pricing, please answer the following questions.

(a) Please list the tiers that your firm uses for its sales of dry pasta and the products that are included in each of those tiers.

(b) What factors determine which products are included in each tier?

III-B-4. If your firm uses line pricing, please answer the following questions.

Does your firm use line pricing for all customers, or does your firm use line pricing only on a customer specific basis? If your firm only uses line pricing for some of its customers, please list the type(s) of customers for which this method of pricing is used.

III-B-5. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-6. What are your firm's typical sales terms for its imported dry pasta (e.g., 2/10 net 30 days)? _____ . On what basis are your prices of imported dry pasta usually quoted (e.g., f.o.b. warehouse, or delivered)? _____ .

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-7. Approximately what share of your firm's sales of its imported dry pasta in 2006 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)? Please specify any differences for certain dry pasta and other dry pasta.

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long term contracts	_____
Short term contracts	_____
Spot sales	_____

III-B-8. 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? _____

III-B-9. 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? _____

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

IV-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your imported dry pasta? Please specify any differences for certain dry pasta and other dry pasta.

Source	Share of 2006 sales	Lead time
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

- III-B-11. (a) What is the approximate percentage of the total delivered cost of dry pasta that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-12. What is the geographic market area in the United States served by your firm's dry pasta? (check all the apply)

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

III-B-13. Describe the end uses of the dry pasta that you manufacture. For each end-use product, what percentage of the total cost is accounted for by dry pasta?

<u>Type of pasta and end use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-14. Have there been any changes in the end uses of dry pasta since January 1, 2001?

- No
- Yes—Please describe.

III-B-15. Do you anticipate any changes in terms of the end uses of dry pasta in the future?

- No
- Yes—Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-16.(a) Please list in order of importance any products that may be substituted for dry pasta.

- (i) _____
- (ii) _____
- (iii) _____

(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 dry pasta

- No
- Yes-- To what degree do changes in their prices affect the price for dry pasta? 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 dry pasta or final end use?

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-17. Have there been any changes in the number or types of products that can be substituted for dry pasta since January 1, 2001?

No Yes— -Please explain.

III-B-18. Do you anticipate any changes in terms of the substitutability of other products for dry pasta in the future?

No Yes—Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-19. To what extent have changes in the prices of raw materials affected your firm's selling prices for dry pasta during January 2001-March 2007? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-20. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced dry pasta in the U.S. market since January 1, 2001?

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

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-21. (a) Do you anticipate any changes in terms of the availability of imported dry pasta in the U.S. market in the future?

- Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-22. Has the availability of NONSUBJECT imported dry pasta (i.e., certain dry pasta from sources other than Italy and Turkey, and other dry pasta from all sources (see instructions booklet) changed since January 1, 2001?

- No Yes-- Please explain.

III-B-23. Describe how easily your firm can shift its sales of dry pasta between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting dry pasta between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-24. Are certain types/shapes/sizes of dry pasta available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source (producer and/or country) and the type/shape/size.

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-25. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of dry pasta since January 1, 2001?

No Yes--Please describe and quantify if possible.

III-B-26. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of dry pasta in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes—Please identify, including the time period.

III-B-27. Since January 1, 2001, has your firm or any firm acting on your behalf paid any fees or allowances (often referred to as “slotting fees”) to U.S. retailers in return for shelf placement?

No Yes— If yes, please answer the following questions.

(a) How are these fees paid, as a lump sum cash payment, as a discount off of cases of product, as free product or by some other means? What is the most common method of payment for your firm (with regard to dry pasta)?

(b) How frequently are slotting fees paid for dry pasta--yearly, quarterly, monthly?

(c) Are slotting fees paid for individual products (e.g., dry pasta) or for numerous products combined?

(d) Are slotting fees paid separately for individual types/shapes of dry pasta or are they paid as one fee for all types/shapes of dry pasta?

(e) What factors determine the amount of slotting fees (e.g., shelf placement, number of facings, brand name, etc.)?

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

(f) Does your firm have any say in the amounts of slotting fees you pay on dry pasta or do you simply pay the fee amounts requested by customers?

(g) Has your firm chosen not to sell to a particular customer because of the slotting fees requested by the customer? No Yes. If yes, please provide the name of the customer, the amount of the fee, and the date in the space provided below.

III-B-28a. How has demand within the United States (and outside the United States, if known) for dry pasta changed since January 1, 2001?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

III-B-28b. To what extent has low-carbohydrate/high-protein diets (e.g, the Atkins diet) impacted demand for dry pasta in the United States and, if know, the rest of the world)?

III-B-29. Do you anticipate any future changes in dry pasta demand in the United States and, if known, the rest of the world?

No Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-30. Please compare market prices of dry pasta in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-B-31. Are there actual physical quality differences between dry pasta from different suppliers or are quality differences a factor of brand image? In your response, please identify any actual physical differences, noting the relevant suppliers and the country of origin.

III-B-32. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss dry pasta supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Italy and Turkey, and (3) the world as a whole. Of particular interest is such data from January 1, 2001 to the present and forecasts for the future.

III-B-35. Are your exports of dry pasta subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes. Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2001, or that are expected to occur in the future.

III-B-36. Does your firm sell dry pasta over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of dry pasta in 2006 accounted for by internet sales.

PART III.—PRICING AND MARKET FACTORS

SECTION III-B.—MARKET FACTORS AND PRICE-RELATED QUESTIONS--Continued

III-B-38. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, etc.) between dry pasta produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "0" to indicate no familiarity with products from a specified country-pair.¹

Country-pair	United States (all dry pasta)	Italy (certain pasta)	Turkey (certain pasta)	Other certain (certain dry pasta from all other sources)	Other (other dry pasta from all sources)
United States					
Italy					
Turkey					
Other certain					

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

PART III.—PRICING AND MARKET FACTORS

SECTION III-C.—CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for your imports of dry pasta during January 2001-March 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's imported dry pasta that each of these customers accounted for in 2006.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2006 sales(%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					