U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN FROZEN FISH FILLETS FROM VIETNAM

This questionnaire must be received by the Commission by no later than March 10, 2009

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning certain frozen fish fillets from Vietnam (inv. No. 731-TA-1012 (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)). Further information on this questionnaire can be obtained from Gerry Benedick (phone: 202 205-3244; fax: 202 205-2340; e-mail: gerald.benedick@usitc.gov).

Name of firm _____

City		State	Zip Cod	le	
World Wide	Web address	S			
		in frozen fish fillets (as defined i me since January 1, 2003?	n the instruction	booklet) <u>from any so</u>	<u>ource</u>
□ NO	(Sign the certific	cation below and promptly return on	ly this page of the o	questionnaire to the Co	ommission)
YES		ction booklet carefully, complete all the Commission so as to be received			entire
		CERTIFICATI	ON		_
that the informa	tion harain sun	nlied in response to this question	nnaira is complo	to and correct to the	a hast of my knowl
		plied in response to this question mation submitted is subject to at			
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PART I.—GENERAL INFORMATION

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.

OMD for the all Warms in the		hours dollars
OMD for the all Warning		hours dollars
		nay have for improving this Please attach such comments to your
questionnaire (see page 3 of th	e instruction booklet for repor	rting guidelines). If your firm is
		y other firm?
Firm name	Address	Extent of ownership
or foreign, which are engaged	in importing certain frozen fis	sh fillets from Vietnam into the
☐ No ☐ YesList t	he following information.	
Firm name	Address	Affiliation
	QwnershipIs your firm own No YesList t Firm name Related "subject" importers/ or foreign, which are engaged United States or which are eng United States? No YesList t	Related "subject" importers/exportersDoes your firm h or foreign, which are engaged in importing certain frozen fis United States or which are engaged in exporting certain froz United States? No YesList the following information.

PART I.--GENERAL INFORMATION--Continued

Firm name and country	y Address	<u>Affiliation</u>
Thin hame and country	<u>Address</u>	Affiliation
Related producersI	Does your firm have any related firm	ns, either domestic or foreign, v
are engaged in the prod		
	duction of certain frozen fish fillets?	
	duction of certain frozen fish fillets?	
□ No □ Ye	duction of certain frozen fish fillets? sList the following information.	
□ No □ Ye	duction of certain frozen fish fillets? sList the following information.	
□ No □ Ye	duction of certain frozen fish fillets? sList the following information.	
□ No □ Ye	duction of certain frozen fish fillets? sList the following information. Address	Affiliation
□ No □ Ye Firm name Business planIn Par	duction of certain frozen fish fillets? sList the following information.	Affiliation a copy of your company's bus

Contact information (Purchases).--Who should be contacted regarding the requested trade and

U.S. Purchasers' Questionnaire - Certain frozen fish fillets (Review)

PART II.--PURCHASES AND RELATED INFORMATION

Supply all data requested on a <u>calendar-year</u> basis.

related information?

Company contact:

II-1.

	Name and	title				
	() Phone nur	nber	E-mail a	address		
II-2. PurchasesReport, as agent or broker) of cer		-	_		-	-
Qu	antity (1,00	0 pounds) a	ınd value (i	n \$1,000)		
ltem	2003	2004	2005	2006	2007	2008
Purchases of certain frozen fish fillets produced in The United States: Quantity						
Value						
Vietnam: <i>Quantity</i>						
Value						
All other countries: ¹ <i>Quantity</i>						
Value						
¹ Please identify these cou	ntries:					

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

II-3.	Purcl	hases before and after o	order	
	(a)	Did your firm purchas	se certain frozen fish fi	llets from Vietnam before August 2003?
		Noskip to (c)	Yes	
	(b)	If yes, has your patter since August 2003?	n of purchasing certain	frozen fish fillets from Vietnam changed
		Yes, we disconting Yes, we reduced p Yes, but we chang	ourchases from Vietnan	etnam because of the order.
	(c)			n fish fillets from nonsubject foreign sources since August 2003 (please check all that
II-4.	frozei 2003	No, our pattern of Yes, we increased Yes, but we chang other than the nges in purchasing pattern fish fillets from differe (the month the antidump	purchasing is essential purchases from nonsulted our pattern of purchase order (please explain ernsIf the relative lent sources (both domesting duty order under relative relative duty order under relative lent sources)	bject countries because of the order. lases from nonsubject countries for reasons
	S	Source of purchases	Trend	Explanation for trend
		The United States	☐ Decreased ☐ Increased ☐ Constant ☐ Fluctuated	
	V	/ietnam	☐ Decreased ☐ Increased ☐ Constant ☐ Fluctuated	
	A	all other countries	☐ Decreased ☐ Increased	

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

II-5. **Supplier identification.-**-Please identify below the names and addresses of your firm's **FIVE** largest suppliers for certain frozen fish fillets since 2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain frozen fish fillets that each of these suppliers accounted for in 2008.

No.	Supplier's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Telephone number or e-mail address	Share of 2008 purchases (%)
1					
2					
3					
4					
5					

III-1.		on (Market)Who should be contacted regarding the requested market burchasing practices information?
	Company contact:	Name and title () Phone number E-mail address
III-2.	Firm typeWhich fillets (check all that	of the following best describes your firm as a purchaser of certain frozen fisht apply)?
	Retailers	Restaurant chain (including directly related distribution arms) Grocery chain (including directly related distribution arms) Other retailers (Describe:)
	Distributors	Food service distributor Other reseller (Describe:
III-3.		esIf you are a <u>distributor</u> or <u>reseller</u> of certain frozen fish fillets, do you your customers with the manufacturers or importers from which you zen fish fillets?
	□ No	YesPlease describe
III-4.		gIf your firm is a <u>distributor</u> or <u>reseller</u> of certain frozen fish fillets, what are ustomers to which you sell certain frozen fish fillets?

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

III-5. <u>Substitutes.--</u>Please list in order of importance any products that may be substituted for certain frozen fish fillets. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for certain frozen fish fillets, and to what degree, and the length of any time lag of such an effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for certain frozen fish fillets?
1.		☐ No ☐ YesPlease explain.
2.		☐ No ☐ YesPlease explain.
3.		☐ No ☐ YesPlease explain.
4.		□ No □ YesPlease explain.
5.		☐ No ☐ YesPlease explain.

☐ No	YesPlease explain.
	d changes in substitutesDo you anticipate any changes in terms of the lity of other products for certain frozen fish fillets in the future?
□ No	YesPlease describe and provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.
fillets, to wl pollack, sol	her types of white fishWhen negotiating prices and volumes of certain frozen fish nat extent are (if at all) prices of other types of frozen white fish (e.g., flounder, e, tilapia, et cetera) relevant or used as leverage? Please identify the relevant types(s
fillets, to wl pollack, sol	nat extent are (if at all) prices of other types of frozen white fish (e.g., flounder,
fillets, to wl pollack, sol	nat extent are (if at all) prices of other types of frozen white fish (e.g., flounder,
fillets, to wl pollack, solo of fillets.	nat extent are (if at all) prices of other types of frozen white fish (e.g., flounder,
fillets, to wl pollack, solo of fillets. Basa and to	nat extent are (if at all) prices of other types of frozen white fish (e.g., flounder, e, tilapia, et cetera) relevant or used as leverage? Please identify the relevant types(s
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III-10.		aughtAre frozen fish fillets of harvested (wild caught) catfish substitutable for the ing products? Please explain why.
		aised basa and tra: No Yes aised catfish: Yes
III-11.	<u>Demai</u>	nd trends
	(a)	How has the demand within the United States for certain frozen fish fillets changed since 2003? What principal factors affect changes in demand?
		☐ Increased ☐ Decreased ☐ Fluctuated ☐ No change
	(b)	How has the demand outside the United States (if known) for certain frozen fish fillets changed since 2003? What principal factors affect changes in demand?
		☐ Increased ☐ Decreased ☐ Fluctuated ☐ No change

Anticipated demand trends							
(a)							
	Increase	Decrease	☐ Fluctuate	☐ No change			
(b)							
	Increase	Decrease	Fluctuate	☐ No change			
that you (include each o	ou are aware of that ling production ca f the other major p	nt quantify and/or oth pacity and capacity up producing/consuming	nerwise discuss certa atilization) and dema g countries, including	in frozen fish fillets supply and in (1) the United States, (2) g Vietnam, and (3) the world as			
<u>Changes in factors affecting supply</u> Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, 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.Sproduced certain frozen fish fillets in the U.S. market since 2003?							
□ No	Yes-		_	ch changes, the factors(s) had on your shipment volumes			
	(a) Markethat ye (include each of a whole whole condition alternatish fill	(a) How do you antifish fillets in the Increase (b) How do you antifish fillets to in the demand? Increase Market studiesPlease that you are aware of that (including production caleach of the other major patch a whole. Of particular in Changes in factors affer supply (e.g., changes in conditions; production of alternative production of fish fillets in the U.S. manual conditions.	(a) How do you anticipate demand will of fish fillets in the future? What principate demand will of fish fillets to in the future? What principate demand? Increase Decrease	(a) How do you anticipate demand will change within the Unfish fillets in the future? What principal factors that will Increase			

III-15.		stic purchasesIs buying a product that is produced in the United States an important in your firm's purchases of certain frozen fish fillets (please check ALL that apply)?
	Yes	sPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of certain frozen fish fillets. sPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of certain frozen fish fillets. sPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of certain frozen fish fillets.
III-16.	Condi	tions of competition
	(a)	Is the market for certain frozen fish fillets subject to business cycles or conditions of competition distinctive to certain frozen fish fillets?
		☐ No ☐ YesPlease explain and provide estimates of the duration of any such cycle.
	(b)	Has the emergence of new markets for certain frozen fish fillets since 2003 affected the business cycles or conditions of competition distinctive to certain frozen fish fillets?
		☐ No ☐ YesPlease explain any such changes.

				the extent that you known frozen fish fillets base							
		customers make purchasing decisions involving certain frozen fish fillets based on the producer of the certain frozen fish fillets you purchase?									
	Your firm:	Always	Usually	Sometimes	Never						
	Your customers:	Always	Usually	☐ Sometimes	Never						
	If at least sometime why this information		now your firm or y	our customers determi	ne the producer						
	Your firm:										
9.	<u>Decisions based on country-of-origin.</u> Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain frozen fish fillets based on the country of origin of the certain frozen fish fillets you purchase?										
	Your firm:	☐ Always	Usually	Sometimes	☐ Never						
	Your customers:	Always	Usually	Sometimes	☐ Never						
	If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.										
	why this information	on is important.									

III-20.	Purch	asing frequency
	(a)	How frequently do you make purchases?
		Daily Weekly Monthly Quarterly Annually Other (specify)
	(b)	Do you expect this purchasing pattern to change in the next two years?
		☐ No ☐ Yes How and why do you expect these changes to occur?
III-21.	Numb purcha	ber of suppliers contacted How many suppliers do you generally contact before making a ase?
III-22.	Suppl	ier negotiations
	(a)	Do purchases of certain frozen fish fillets usually involve negotiations between supplier and purchaser?
		☐ No ☐ YesPlease describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.
	(b)	Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?
		☐ No ☐ YesSpecify the time period.

III-23.	Chang	e in suppliersHave you changed suppliers since 2003?
	□ No	YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.
III-24.	New su	ippliers
	(a)	Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2003?
		☐ No ☐ YesPlease identify the firms and indicate how you became aware of them.
	(b)	Do you expect new certain frozen fish fillets suppliers to enter the market in the future?
		☐ No ☐ YesPlease provide details, noting the specific future time period in your response.
III-25.		er qualificationDo you require your suppliers to become certified or prequalified with to the quality, freshness, or other characteristic of the certain frozen fish fillets they sell to rm?
	☐ No	Yes percent of purchases in 2008 Yesall purchases
	Please require	provide a general description of the certification or qualification process and the time d.

Factors considered vis-à-vis suppliersBriefly describe the factors that you consider when qualifying a new supplier (<i>e.g.</i> , quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.							
<u>Failure to certify.</u> Since 2003, have a certify or qualify their certain frozen fis approved status?	•	~ .					
No YesPlease identify reasons why		countries where the countr					
Dunchasing factors. For the factors lie	otad balaw wless	o roto oogh in to	o of its immented				
<u>Purchasing factors.</u> For the factors list your purchase decision for certain froze		e rate each in term	is of its importan				
	Very important	Somewhat important	Not important				
Availability							
Delivery terms							
Delivery time							
Discounts offered							
Extension of credit							
Price							
Minimum qty requirements							
Packaging							
Product consistency							
Quality meets industry standards							
Quality exceeds industry standards							
Product range							
Reliability of supply							
Technical support/service							
U.S. transportation costs							
Other (specify):							

III-29.	Major purchasing factorsPlease list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain frozen fish fillets for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).							
	1							
	2							
	3							
	Other factors or comments:							
III-30.	<u>Quality characteristics.</u> What characteristics does your firm consider when determining the quality of certain frozen fish fillets?							
III 21	Frequency of decisions based on priceHow often does your firm purchase the certain frozen							
111-31.	fish fillets that is offered at the lowest price?							
	☐ Always ☐ Usually ☐ Sometimes ☐ Never							
III-32.	<u>Price leaders.</u> Please list the names of any firms you considered price leaders in the certain frozen fish fillets market since 2003. 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.							
III-33.	<u>Price leadership.</u> Please describe how the above firm(s) exhibited price leadership.							

III-34.		equency of price changesHow frequently does the price of the certain frozen fish fillets purchasing change?					
II-35.	Purcha	YesPlease describe, noting the estimated percentage of your firm's total purchases of certain frozen fish fillets in 2008 accounted for by interne purchases.					
II-36.		es in U.S. industry Please identify and discuss any improvements/changes in the U.S. certain frozen fish					
		fillets industry since 2003 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.					

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

III-36. Changes in U.S. industry.--Continued

	(b)	Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. certain frozen fish fillets industry. Identify the spe future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.					
III-37	C-46*	h labeling lawsPlease discuss the effects and effectiveness of U.S. state and federal					
111 37.	"catfisl	h" labeling laws enacted after 2001 in terms of supply, demand, production of certain fish fillets.					

III-38.	antidum please o activitio	of revocationWhat do you think will be the likely effects of any revocation of the nping duty order for imports of certain frozen fish fillets from Vietnam? As appropriate, discuss any potential effects of revocation of the antidumping duty order on (a) the future es of your firm and (a) the U.S. market as a whole. Please note the future time period to you are referring. Attach additional pages if necessary.
	(a)	Activities of your firm:
	(b)	Entire U.S. market:
		,

PART IV.-- PRODUCT COMPARISIONS

IV-1.	<u>Contact information (Product Comparisons).</u> Who should be contacted regarding the requested production comparison information?							
	Company contact:							
		Name and title	Name and title					
		()						
		Phone number	E-mail address					
IV-2.	<u>Country knowledge</u> Please indicate the countries of origin for certain frozen fish fillets for which your firm has actual marketing/pricing knowledge.							
	United States							
	☐ Vietnam							
	Other countries (Please specify)				

PART IV .-- PRODUCT COMPARISIONS -- Continued

IV-3. <u>Interchangeability by country-pair.</u>—Is certain frozen fish fillets produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair. ¹

Country-pair	United States	Vietnam	China	Thailand	Malaysia	Other countries				
United States										
Vietnam										
China										
Thailand										
Malaysia										
1 For any country-pair producing certain frozen fish fillets which is sometimes or never interchangeable, please explain the factors that limit or preclude interchangeable use:										

PART IV.-- PRODUCT COMPARISIONS--Continued

Country preferences Do you or your customers ever specifically order certain frozen fish fillets from one country in particular over other possible sources of supply?							
□ No	YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why certain frozen fish fillets from these countries is preferred over product from other countries (please note the specific product in your response).						
	Availability of merchandiseAre certain grades/sizes of certain frozen fish fillets available from only a single source (domestic or foreign, including both subject and nonsubject countries)?						
□ No	YesPlease identify the source and the grade/size.						
source all explain y subject a	of product not based on priceIf you purchased certain frozen fish fillets from one although a comparable product was available from another source at a lower price, please your reasons for doing so (please specify by country, including the United States and both and nonsubject foreign countries). Possibilities might include transaction characteristics tength of time to fill orders, minimum order size, reliability of supply, etc.						

PART IV .-- PRODUCT COMPARISIONS -- Continued

IV-7. <u>Factor country comparisons.</u>--For the factors listed below, please rate how certain frozen fish fillets produced in <u>each</u> country you identified in your response to the first question in Part IV compares with certain frozen fish fillets produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

	product from United States compared to product from Vietnam		product from United States compared to product from Other countries			product from Vietnam compared to product from Other countries			
Quality	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Price ¹									
Minimum quantity requirements									
Packaging									
Product consistency									
Quality meets industry standards									
Quality exceeds industry standards									
Product range									
Reliability of supply									
Technical support/service									
U.S. transportation costs ¹									
Other (specify):									

PART IV.-- PRODUCT COMPARISIONS--Continued

IV-8.	Minim	mum quality					
	(a)	How often does domestically produced certain frozen fish fillets meet minimum quespecifications for your uses or your customers' uses?					
		Always	Usually	Some	times	arely or never	
	(b)	How often does imported subject certain frozen fish fillets meet minimum quality specifications for your uses or your customers' uses?					
		Source	Alwa	ays Usı	ıally Someti	Rarely or mes never	
		Vietnam] [
	(c)	fillets from countries other than Vietnam) meet minimum quality specification uses or your customers' uses?					
		Source	Alwa	ays Usı	ıally Someti	Rarely or mes never	
		China] [
		India] [
		Korea] [
] [
] [
] [
IV-9.	Change in price						
	(a)	Since 2003, has there been a change in the price of certain frozen fish fillets? If so, has the price of U.Sproduced certain frozen fish fillets changed more or less than the price of imported certain frozen fish fillets from Vietnam?					
		Price of U.Sprod	ed by the same amo	frozen fish fillets has changed relative to the price of			
	(b)	(b) If the price of U.Sproduced certain frozen fish fillets has changed relative certain frozen fish fillets from Vietnam, the price of U.Sproduced certain fillets is now relatively					
		Higher	□Low	er			