

IMPORTERS' QUESTIONNAIRE
CERTAIN PRESERVED MUSHROOMS FROM CHILE, CHINA, INDIA, AND
INDONESIA

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 July 15, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigations concerning certain preserved mushrooms from Chile, China, India, and Indonesia (invs. Nos. 731-TA-776-779 (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 certain preserved mushrooms (as defined in the instruction booklet) from any country at any time since January 1, 1998?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
--

CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these 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

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 25 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain preserved mushrooms from Chile, China, India, or Indonesia into the United States or which are engaged in exporting certain preserved mushrooms from Chile, China, India, or Indonesia to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain preserved mushrooms from countries other than Chile, China, India, and Indonesia into the United States or which are engaged in exporting certain preserved mushrooms from countries other than Chile, China, India, and Indonesia to the United States?

No Yes--List the following information.

<u>Country/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 preserved mushrooms?

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 certain preserved mushrooms. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)

Consignee of the imported product(s) Customs broker or freight forwarder

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

I-9. Please indicate whether your firm enters certain preserved mushrooms 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):

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm imports certain preserved mushrooms 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 preserved mushrooms?

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 these reviews 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 Christopher J. Cassise (202-708-5408 or chris.cassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

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 preserved mushrooms since December 2, 1998 (the date on which the antidumping duty order under review became effective with regard to imports from Chile) or February 19, 1999 (the date on which the antidumping duty orders under review became effective with regard to imports from China, India, and Indonesia)?

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 preserved mushrooms 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 preserved mushrooms in the future if the antidumping duty orders on certain preserved mushrooms from Chile, China, India, and Indonesia were to be revoked? If your answer differs by country, please indicate and explain.

- 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 preserved mushrooms from Chile, China, India, or Indonesia for delivery after January 1, 2004?

- No Yes--Indicate (1) when such orders are to be delivered, (2) the exporter, (3) the country of origin, and (4) the quantities involved.

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

II-7. Did your firm import certain preserved mushrooms from the Indonesian firm PT Zeta Agro Corp. at any time from January 1, 1998 to December 31, 2003?

- No Yes--Please provide a separate answer to question II-8 solely for your import data from PT Zeta Agro Corp.

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

II-8. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of certain preserved mushrooms imported by your firm during **1998-2003**. (See definitions in the instruction booklet.) **Report separately for each country listed below and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

- Chile
 China
 India
 Indonesia (Other than from PT Zeta Agro Corp.)
 PT Zeta Agro Corp. (Indonesia)
 All other sources combined¹

(Quantity in 1,000 pounds drained weight, value in \$1,000)						
Item	1998	1999	2000	2001	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
IMPORTS:²						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption/company transfers:						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> ³ of internal consumption/transfers						
EXPORT SHIPMENTS:⁴						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)						
U.S. SHIPMENTS TO INDUSTRIAL USERS (<i>quantity</i>)						
U.S. SHIPMENTS TO FOOD SERVICE USERS (<i>quantity</i>)						
U.S. SHIPMENTS TO RETAIL USERS (<i>quantity</i>)						
U.S. SHIPMENTS TO OTHER USERS (<i>quantity</i>)						

¹ Please identify these sources: _____

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 1998-2003 below:

⁴ Identify your principal export markets: _____

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-9. Please provide a breakout of the quantity and value of your firms U.S. imports of certain preserved mushrooms during 2003, for categories shown in the table below.

Item	Quantity (1,000 pounds drained weight)	Value (\$1,000)
Pieces and stems		
Packed in butter or butter sauce		
Portabello mushrooms		
All other		
Whole mushrooms		
Buttons		
All other		
Sliced mushrooms		
All types		
Other portabello mushrooms		
All types		

II-10. Describe the significance of the existing antidumping duty orders covering imports of certain preserved mushrooms from Chile, China, India, and Indonesia (if your answer differs by country, please indicate and explain) in terms of their effect--both individually and in the aggregate--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-11. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of certain preserved mushrooms in the future if the antidumping duty orders on certain preserved mushrooms from Chile, China, India, and Indonesia were to be revoked? Would your firm anticipate any such changes if only the antidumping order on certain preserved mushrooms from Chile, China, India, or Indonesia was revoked? If your answer differs by country, please indicate and explain.

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. Did your firm undertake any changes in its imports, U.S. shipments of imports, or inventories of certain preserved mushrooms after the antidumping duty order on certain preserved mushrooms was revoked with respect to PT Zeta Agro Corp.?

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250) e-mail - amelia.preece@usitc.gov.

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

Company contact: _____
Name and title

Phone No.

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 1998-December 2003. 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.--Stems and pieces, in 4-ounce cans (exclude stems and pieces that are packed in butter or butter sauce)

Product 2.--Stems and pieces, in 68-ounce cans (exclude stems and pieces that are packed in butter or butter sauce)

Product 3.--Sliced mushrooms, in 4-ounce cans (exclude sliced mushrooms that are packed in butter or butter sauce)

COPY THE FOLLOWING PAGE AS NECESSARY. 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.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.--PRICE DATA--Continued

Select one: Product 1 Product 2 Product 3

Select one: Chile China India Indonesia, **not** produced by PT Zeta Agro Corp.
 Indonesia, produced by PT Zeta Agro Corp.

(Quantity in pounds drained weight, value in dollars)		
Period of shipment	Quantity	Value ¹
1998:		
January-March		
April-June		
July-September		
October-December		
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
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: <hr/>		

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS

Please note that if your answers to any of the following questions differs depending on the country of origin of the certain preserved mushrooms (Chile, China, India, or Indonesia), or by channel of distribution (retail, food service, and industrial), please so indicate and explain.

III-B-1. Please describe how your firm determines the prices that it charges for sales of certain preserved mushrooms (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.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for certain preserved mushrooms imported from Chile, China, India, and Indonesia (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what share of your firm's sales of its certain preserved mushrooms imported from Chile, China, India, and Indonesia in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) How frequently are meet or release provisions invoked? _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) How frequently are meet or release provisions invoked? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain preserved mushrooms?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain preserved mushrooms that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's certain preserved mushrooms?

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

III-B-10. Describe the end uses of the certain preserved mushrooms that you import from Chile, China, India, and Indonesia. For each end-use product, what percentage of the total cost is accounted for by certain preserved mushrooms?

<u>End use</u>	<u>Share of total cost accounted for by certain preserved mushrooms (percent)</u>
_____	_____
_____	_____
_____	_____

PART III.--PRICING AND MARKET FACTORS--Continued

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

III-B-11. Have there been any changes in the end uses of certain preserved mushrooms since 1998?

- No
- Yes--Please describe.

III-B-12. Do you anticipate any changes in terms of the end uses of certain preserved mushrooms 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-13. (a) Are there substitutes for certain preserved mushrooms?

- No
- Yes--Please list in order of importance any products that may be substituted for certain preserved mushrooms.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for certain preserved mushrooms?

- No
- Yes--To what degree do changes in their prices affect the price for certain preserved mushrooms? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain preserved mushrooms or final end use?

III-B-14. Have there been any changes in the number or types of products that can be substituted for certain preserved mushrooms since 1998?

- No
- Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

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

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for certain preserved mushrooms 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-16. a) To what extent have changes in the prices of raw materials affected your firm's selling prices for certain preserved mushrooms during January 1998-December 2003? 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.

b) Have changes in demand for fresh mushrooms affected the supply of fresh mushrooms as a raw material for certain preserved mushrooms in terms of volume, price or quality?

III-B-17. 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 certain preserved mushrooms in the U.S. market since 1998?

- 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, prices, and/or quality.

III-B-18. (a) Do you anticipate any changes in terms of the availability of certain preserved mushrooms imported from Chile, China, India, and/or Indonesia in the U.S. market in the future?

- Increase No Change Decrease

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-18. (b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes, prices, and/or quality. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-19. Has the availability of NONSUBJECT imported certain preserved mushrooms changed since 1998?

No Yes--Please explain.

III-B-20. Describe how easily your firm can shift its sales of certain preserved mushrooms 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 certain preserved mushrooms 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-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain preserved mushrooms since 1998?

No Yes--Please describe and quantify if possible.

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of certain preserved mushrooms 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.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-23. How has demand within the United States (and outside the United States, if known) for certain preserved mushrooms changed since 1998?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand? In particular, what impact, if any, did changes in demand for fresh mushrooms have on the demand for certain preserved mushrooms?

III-B-24. Do you anticipate any future changes in certain preserved mushrooms demand in the United States and, if known, the rest of the world?

No Yes--Please describe the changes you anticipate 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-25. Please compare market prices of certain preserved mushrooms in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss certain preserved and/or fresh mushrooms supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Chile, China, India, and Indonesia, and (3) the world as a whole. Of particular interest is such data from 1998 to the present and forecasts for the future.

III-B-27. Are your exports of certain preserved mushrooms 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 1998, or that are expected to occur in the future.

III-B-28. Does your firm sell certain preserved mushrooms over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of certain preserved mushrooms in 2003 accounted for by internet sales.
