

PRODUCERS' QUESTIONNAIRE
CANNED PINEAPPLE FRUIT FROM THAILAND

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 October 30, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning canned pineapple fruit from Thailand (Inv. No. 731-TA-706 (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 produced canned pineapple fruit (as defined in the instruction booklet) since January 1, 2000?</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>
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CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this review in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this review 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 this review 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

Email address

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-1. 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-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose continuation of the antidumping duty order currently in place for canned pineapple fruit from Thailand? Please explain.

Support Oppose Take no position

PART I.--GENERAL QUESTIONS--Continued

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>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing canned pineapple fruit from Thailand into the United States or which are engaged in exporting canned pineapple fruit from Thailand 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 importing canned pineapple fruit from countries other than Thailand into the United States or which are engaged in exporting canned pineapple fruit from countries other than Thailand to the United States?

No Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of canned pineapple fruit?

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Dana Lofgren at 202-205-3185 or dana.lofgren@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	Fax No.
_____	_____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials due to climatic fluctuations or other factors; or any other change in the character of your operations or organization relating to the production of canned pineapple fruit since January 1, 2000?

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of canned pineapple fruit 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. **Include in your response a specific projection of your firm's capacity to produce canned pineapple fruit (in 1,000 case equivalents) for 2006 and 2007.**

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of canned pineapple fruit in the future if the antidumping duty order on canned pineapple fruit from Thailand 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.

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

II-5. Has your firm since January 1, 2000 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of canned pineapple fruit?

No Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
_____	_____	_____
_____	_____	_____

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Has your firm since January 1, 2000 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce canned pineapple fruit?

No Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of employment data</u>
_____	_____	_____
_____	_____	_____

II-8. Is your firm able to switch production between canned pineapple fruit and other products in response to a relative change in the price of canned pineapple fruit vis-a-vis the price of other products, using the same equipment and labor?

No Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from canned pineapple fruit.

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

II-9a. Report your firm's acreage planted, production capacity, production, shipments, inventories, and employment related to the production of canned pineapple fruit in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 case equivalents, Value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
ACREAGE PLANTED (<i>acres</i>)						
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>) ¹						
BEGINNING-OF-PERIOD INVENTORIES (<i>qty</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
Internal consumption:						
<i>Quantity</i> of internal consumption						
<i>Value</i> ² of internal consumption						
Transfers to related firms:						
<i>Quantity</i> of transfers to related firms						
<i>Value</i> ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
<i>Quantity</i> of export shipments						
<i>Value</i> of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (<i>qty</i>):						
U.S. SHIPMENTS TO (<i>quantity</i>):						
End-users NOT as a "Buy American"/U.S. Govt. sale ⁵						
End-users as a "Buy American"/U.S. Govt. sale ⁵						
Distributors, NOT as a "Buy American"/U.S. Govt. sale ⁵						
Distributors, as a "Buy American"/U.S. Govt. sale ⁵						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						

¹ The production capacity (see instruction booklet) reported is based on operating ___ hours per week, ___ weeks per year. Please explain changes in reported capacity, referring back, where necessary to your answer to question II-2. Attach additional pages if needed.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-05 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁵ **Reconciliation of data.**- Please note that the sum of U.S. shipments by channel of distribution should equal the sum of U.S. commercial shipments plus internal consumption plus transfers to related firms. (Report any internal consumption as an end-user shipment.) Do the data reported reconcile? Yes No--Please explain: _____

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

II-9b. Report your firm's acreage planted, production capacity, production, shipments, inventories, and employment related to the production of canned pineapple fruit in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 case equivalents, Value in \$1,000)</i>		
Item	January-September 2005	January-September 2006
ACREAGE PLANTED (<i>acres</i>)		
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION (<i>quantity</i>)		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value</i> ² of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value</i> ² of transfers to related firms		
EXPORT SHIPMENTS:³		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)		
U.S. SHIPMENTS TO (<i>quantity</i>):		
End-users, NOT as a "Buy American"/U.S. Govt. sale ⁵		
End-users, as a "Buy American"/U.S. Gov't sale ⁵		
Distributors, NOT as a "Buy American"/U.S. Govt. sale ⁵		
Distributors, as a "Buy American"/U.S. Govt. sale ⁵		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		

¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please explain below any changes in reported capacity referring back, where necessary to your answer to question II-2. Attach additional pages if needed.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for interim 2005 and interim 2006 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

⁵ **Reconciliation of data.**- Please note that the sum of U.S. shipments by channel of distribution should equal the sum of U.S. commercial shipments plus internal consumption plus transfers to related firms. (Report any internal consumption as an end-user shipment.) Do the data reported reconcile?

Yes No--Please explain: _____

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

II-10. If you reported transfers to related firms in questions II-9a or II-9b, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Report the total number of acres planted for pineapples (all uses) for each year since January 1, 2000.

2000_____ 2001_____ 2002_____ 2003_____

2004_____ 2005_____ January-September 2006_____

II-12. Describe the reasons for any increases or decreases in the number of acres planted for canned pineapple fruit including details regarding any shifts of production to your foreign growing operations, or utilization of the same acreage for products other than canned pineapple fruit.

II-13. Report the state and local zoning requirements or land use restrictions that affect the domestic producers' canned pineapple fruit operations.

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

II-14a. Please report the quantity and value of your U.S. shipments of domestically produced canned pineapple fruit by grade, package size, and region in 2004 and 2005.

<i>(Quantity in 1,000 case equivalents, Value in \$1,000)</i>					
		2004		2005	
		Quantity	Value	Quantity	Value
Grade	Fancy				
	Choice				
	Standard				
Package Size	≤15 oz. cans				
	16 ≤100 oz. cans				
	> 100 oz. cans				
Region	Northeast Region ¹				
	Southern Region ¹				
	Midwest Region ¹				
	Western Region ¹				

¹ The **Northeast region** includes the states/territories of Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont; the **Southern region** includes the states/territories of Alabama, Arkansas, D.C., Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, U.S. Virgin Islands, Virginia, and West Virginia; the **Midwest region** includes the states/territories of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin; and the **Western region** includes the states/territories of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

II-14b. Has there been any change in the relative share of U.S. shipments of domestically produced canned pineapple by cut since 2004 (i.e. slices, chunks, cubes, tidbits, pieces, or crushed)? Please explain.

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

II-15. Channels of distribution.--Report the estimated quantity of your firm's **2004 and 2005** U.S. shipments (domestic shipments and domestic company transfers) of canned pineapple fruit that were **PRODUCED** in your U.S. establishments that were made to retail, food service, and industrial sectors (as defined on page 6 of the instruction booklet). Totals should equal those reported earlier in II-9a.

<i>Quantity in 1,000 case equivalents, Value in \$1,000</i>				
Item	2004		2005	
	Quantity	Value	Quantity	Value
Retail: National brands				
First private labels				
Second private labels				
Regional labels				
Food service: National brands				
First private labels				
Second private labels				
Regional labels				
Industrial: National brands				
First private labels				
Second private labels				
Regional labels				

II-16. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of canned pineapple fruit?

No Yes--Name firm(s): _____

II-17. Does your firm produce canned pineapple fruit in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

II-18. Since January 1, 2000, has your firm or any firms related to your firm imported canned pineapple fruit?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-19. Other than direct imports, has your firm otherwise purchased canned pineapple fruit since January 1, 2000? (See definitions in the instruction booklet.)

No

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

<i>(Quantity in 1,000 case equivalents, Value in \$1,000)</i>						
Item	2000	2001	2002	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS² OF CANNED PINEAPPLE FRUIT FROM--						
Thailand (subject):						
<i>Quantity</i>						
<i>Value</i>						
Thailand (nonsubject):						
<i>Quantity</i>						
<i>Value</i>						
ALL OTHER COUNTRIES:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES FROM OTHER SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>						
² Please list the name of the firm(s) from which your purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>						

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

<i>(Quantity in 1,000 case equivalents, Value in \$1,000)</i>		
Item	January-September 2005	January-September 2006
PURCHASES FROM U.S. IMPORTERS² OF CANNED PINEAPPLE FRUIT FROM--		
Thailand (subject):		
<i>Quantity</i>		
<i>Value</i>		
Thailand (nonsubject):		
<i>Quantity</i>		
<i>Value</i>		
ALL OTHER COUNTRIES:		
<i>Quantity</i>		
<i>Value</i>		
PURCHASES FROM DOMESTIC PRODUCERS:²		
<i>Quantity</i>		
<i>Value</i>		
PURCHASES FROM OTHER SOURCES:²		
<i>Quantity</i>		
<i>Value</i>		
<p>¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.</p> <hr/>		
<p>² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.</p> <hr/>		

II-20. Describe the significance of the existing antidumping duty order covering imports of canned pineapple fruit from Thailand in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, and employment. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-21. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, or employment relating to the production of canned pineapple fruit in the future if the antidumping duty order on canned pineapple fruit from Thailand 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 III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725 or david.boyland@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____

Name and title	
_____	_____
Phone No.	Fax No.
_____	_____
E-mail address	Company web address
_____	_____

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 period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
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, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes canned pineapple fruit, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of canned pineapple fruit from any related company?

Yes--Continue to question III-7 below. No--Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of canned pineapple fruit that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related Party</u>
_____	_____
_____	_____
_____	_____
_____	_____

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No--Continue to question III-10 below.

III-9. All intercompany profit on inputs purchased from related parties which is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in tables III-11a and III-11b (Operations on canned pineapple fruit); i.e., costs reported in tables III-11a and III-11b, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission instructions regarding costs associated with inputs purchased from related parties?

Yes No--please contact David Boyland, auditor, at 202-708-4725.

III-10. For each annual and interim period for which financial results are reported in table III-11a and table III-11b, please attach a separate schedule which identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write offs and accelerated depreciation due to restructuring of the company's pineapple operations.

PART III.--FINANCIAL INFORMATION--Continued

III-11a. Operations on canned pineapple fruit.--Report the revenue and related cost information requested below on the canned pineapple fruit operations of your U.S. establishment(s).¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

(Quantity in 1,000 case equivalents, Value in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Net sales quantities:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values:²						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (including internal consumption and transfers to related firms):						
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ³						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.
³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

PART III.--FINANCIAL INFORMATION--Continued

III-11b. Operations on canned pineapple fruit.--Report the revenue and related cost information requested below on the canned pineapple fruit operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for the specified interim periods.

<i>(Quantity in 1,000 case equivalents, Value in \$1,000)</i>		
Item	January-September 2005	January-September 2006
Net sales quantities:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
Net sales values:²		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
Cost of goods sold (including internal consumption and transfers to related firms):		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
Gross profit or (loss)		
Selling, general, and administrative (SG&A) expenses:		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
Operating income or (loss)		
Other income and expenses:		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received ³		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

PART III.--FINANCIAL INFORMATION--Continued

III-12a. Asset values.--Report the total assets associated with the production, warehousing, and sale of canned pineapple fruit. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

<i>(Value in \$1,000)</i>						
Value of	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of canned pineapple fruit:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Short-term investments						
F. Prepaid expenses						
G. Property held for resale						
H. Other (describe_____)						
I. Total current assets (lines 1.A. through 1.H.)						
2. Notes receivable						
3. Long-term investments						
4. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
5. Goodwill						
6. Other (describe_____)						
7. Other (describe_____)						
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)						

PART III.--FINANCIAL INFORMATION--Continued

III-12b. Asset values.--Report the total assets associated with the production, warehousing, and sale of canned pineapple fruit as of the end of the specified interim periods.

(Value in \$1,000)		
Value of	January-September 2005	January-September 2006
Assets associated with the production, warehousing, and sale of canned pineapple fruit:		
1. Current assets:		
A. Cash and equivalents		
B. Accounts receivable, net		
C. Inventories (finished goods)		
D. Inventories (raw materials and work in process)		
E. Short-term investments		
F. Prepaid expenses		
G. Property held for resale		
H. Other (describe _____)		
I. Total current assets (lines 1.A. through 1.H.)		
2. Notes receivable		
3. Long-term investments		
4. Property, plant, and equipment		
A. Original cost of property, plant, and equipment		
B. Less: Accumulated depreciation		
C. Equals: Book value of property, plant, and equipment		
5. Goodwill		
6. Other (describe _____)		
7. Other (describe _____)		
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)		

III-13. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on canned pineapple fruit. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

Item	January-September 2005	January-September 2006
Capital expenditures		
Research and development expenditures		

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Craig Thomsen, Economist (202-205-3226).

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

Company contact: _____
Name and title Phone No.

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's shipments of the following products during January 1, 2000-September 30, 2006.

Product 1.—Canned pineapple; 20 oz. size; in chunks, sliced, crushed or tidbits; in juice, light syrup, heavy syrup, or extra heavy syrup

Product 2.—Canned pineapple; #10 size; for food service market; in chunks, sliced, crushed, or tidbits; in juice, light syrup, heavy syrup, or extra heavy syrup

Please report separately by type of brand (national brand, first private label, second private label, or regional brand). Values reported should be f.o.b. U.S. point of shipment (in U.S. dollars) and should **NOT** include U.S.-inland transportation costs to deliver the product to your customers' establishment. All values should be reported **net of ALL discounts, allowances, and returns**, and all sales values reported should represent **arms-length transactions to unrelated U.S. customers**. If your firm had any sales that involved post-shipment credits or rebates, please report the **final** amount paid by your customer.

If prices vary by type (sliced, chunks, crushed, packed in juice, packed in syrup), please report **each type on a separate sheet** and indicate the type for which you are reporting.

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided the product for which pricing is reported. Please indicate the type of brand for which data are reported.

PRODUCT IDENTIFICATION NUMBER:¹ _____

National brand First private label Second private label Regional brand (check one)

(Quantity in 1,000 case equivalents, Value in dollars)			
Period of shipment		Quantity	Value
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		
2004	January-March		
	April-June		
	July-September		
	October-December		
2005	January-March		
	April-June		
	July-September		
	October-December		
2006	January-March		
	April-June		
	July-September		

¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: _____

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

Section IV-B.--MARKET FACTORS

For purposes of the following questions, “nonsubject canned pineapple fruit,” can be either 1) canned pineapple fruit from nonsubject Thai producers, or 2) canned pineapple fruit from all other sources. Please refer to page 4 of the instruction booklet for a detailed definition.

IV-B-1. Please describe how your firm determines the prices that it charges for sales of canned pineapple fruit (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.

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

IV-B-3. What are your firm's typical sales terms for its U.S.-produced canned pineapple fruit (e.g., 2/10 net 30 days) _____? On what basis are your prices of domestic canned pineapple fruit usually quoted (e.g., f.o.b. warehouse, or delivered) _____?

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced canned pineapple fruit are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

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

(b) How frequently are contracts renegotiated? _____

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

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

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of canned pineapple fruit? _____

IV-B-6. What is the approximate percentage of the total delivered cost of canned pineapple fruit that is accounted for by U.S. inland transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). 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.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-7. What is the geographic market area in the United States served by your firm's canned pineapple fruit? Note any changes in market area since January 1, 2000 and any anticipated changes in the future.

IV-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of canned pineapple fruit influenced the U.S. wholesale market price of canned pineapple fruit since January 1, 2000?

No Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

IV-B-9. Please identify any supply factor(s) (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.S.-produced canned pineapple fruit in the U.S. market since January 1, 2000. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-B-10. Please discuss any anticipated changes in terms of the availability of U.S.-produced canned pineapple fruit in the U.S. market 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.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-11. Describe how easily your firm can shift its sales of canned pineapple fruit between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting canned pineapple fruit 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.

IV-B-12. Have there been any significant changes in the product range or marketing of canned pineapple fruit since January 1, 2000?

No Yes--Please describe.

IV-B-13. Please discuss any anticipated changes in terms of the product range or marketing of canned pineapple fruit 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.

IV-B-14 a) Is fresh pineapple or fresh cut pineapple substitutable for canned pineapple fruit?

No Yes--Please explain what other products may be substitutes for canned pineapple fruit, and how frequently does such substitution occur?

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-14 b) Is crushed pineapple packed in aseptic bags, cut pineapple in plastic cups or in plastic or glass containers, or frozen pineapple, a substitute for canned pineapple fruit?

No Yes--Please explain.

IV-B-15. Have there been any changes in the number or types of products that can be substituted for canned pineapple fruit since January 1, 2000?

No Yes--Please explain and list substitute products.

IV-B-16. Describe the approximate price sensitivity of the substitutions listed above (i.e., by what percent would the current price of canned pineapple fruit have to increase, all other prices remaining constant, before your customers would start to substitute the listed products for canned pineapple fruit).

IV-B-17. Please discuss any anticipated changes in terms of the substitutability of other products for canned pineapple fruit 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.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-18. Describe the end uses of the canned pineapple fruit that you produce.

IV-B-19. Discuss any changes in the end uses of canned pineapple fruit since January 1, 2000.

IV-B-20. Please discuss any anticipated changes in terms of the end uses of canned pineapple fruit 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.

IV-B-21. a) How has the demand within the United States (and outside the United States if known) for canned pineapple fruit changed since January 1, 2000? What were the principal factors affecting changes in demand?

b) Please estimate the change in U.S. consumption since January 1, 2000: _____ percent

c) Please describe any changes in demand for fresh or fresh cut pineapple, and describe how this has affected the demand for canned pineapple fruit since January 1, 2000.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-22. Please discuss any anticipated changes in canned pineapple fruit demand in the United States and, if known, the rest of the world, 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.

IV-B-23. Please compare market prices of canned pineapple fruit in U.S. and non-U.S. markets, if known. Please submit any documentation or list any sources which may be helpful.

IV-B-24. Are the U.S.-produced and imported canned pineapple fruit of the same grade from Thailand generally used interchangeably (i.e., can they physically be used in the same applications)? Please comment separately for the U.S. market and other markets, if known.

Yes No--Please explain, by country.

IV-B-25. Are the U.S.-produced and imported canned pineapple fruit from nonsubject countries (i.e., product imported from countries/firms not subject to this review) of the same grade generally used interchangeably?

Yes No--Please explain, by country.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-26. Are NONSUBJECT imported canned pineapple fruit (i.e. from countries other than Thailand) and imported canned pineapple fruit of the same grade from Thailand (whether subject or nonsubject) generally used interchangeably?

Yes No--Please explain, by country.

IV-B-27. Are there any differences in product characteristics or sales conditions between U.S.-produced canned pineapple fruit and canned pineapple fruit imported from Thailand that are a significant factor in your firm's sales of canned pineapple fruit?

No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., price, quality, availability, transportation network, product range, technical support, etc.).

IV-B-28. Are there any differences in product characteristics or sales conditions between U.S.-produced canned pineapple fruit and NONSUBJECT imported canned pineapple fruit that are a significant factor in your firm's sales of canned pineapple fruit?

No Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-29. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported canned pineapple fruit and imported canned pineapple fruit from Thailand that are a significant factor in terms of competition among these products in the United States?

- No Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from Thailand.

IV-B-30. Are price differences between U.S.-produced canned pineapple fruit and canned pineapple fruit of the same grade imported from Thailand a significant factor in your firm's sales of canned pineapple fruit?

- No Yes--Please explain and identify the countries of origin for which you are responding.

IV-B-31. Are price differences between U.S.-produced and NONSUBJECT imported canned pineapple fruit of the same grade a significant factor in your firm's sales of canned pineapple fruit?

- No Yes--Please explain and identify the countries of origin for which you are responding.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-32. Are price differences between NONSUBJECT imported canned pineapple fruit and imported canned pineapple fruit of the same grade from Thailand a significant factor in terms of competition among these products in the United States?

- No Yes--Please explain and identify the countries of origin for which you are responding.

IV-B-33. Has the availability of NONSUBJECT imported canned pineapple fruit changed since January 1, 2000?

- No Yes--Please explain.

IV-B-34. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss canned pineapple fruit supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Thailand, and (3) the world as a whole. Of particular interest is such data from January 1, 2000 to the present and forecasts for the future.

IV-B-35. Are your exports of canned pineapple fruit 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, 2000, or that are expected to occur in the future.

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

Section IV-B.--MARKET FACTORS--Continued

IV-B-36. Does your firm sell canned pineapple fruit over the internet?

No

Yes--Please describe, noting the estimated percentage of your firm's total sales of canned pineapple fruit in 2005 accounted for by internet sales.

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 canned pineapple fruit during January 1, 2000-September 30, 2006. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total sales of canned pineapple fruit that each of these customers accounted for in 2005.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2005 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					