

FOREIGN PRODUCERS'/EXPORTERS' 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.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported canned pineapple fruit (as defined in the instruction booklet) since January 1, 2000?

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

YES (Read the instruction booklet carefully, complete all parts of the questionnaire (**regardless of whether your firm has been excluded from the antidumping duty order**), sign the certification, and return the entire questionnaire to the Commission)

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. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's canned pineapple fruit in 2005.

PART I.--GENERAL QUESTIONS--Continued

I-4. Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce canned pineapple fruit in the United States or other countries?

- No Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Dana Lofgren at 202-205-3185 or dana.lofgren@usitc.gov, for copies of that questionnaire).

I-5. Does your firm or any affiliated firm import or have any plans to import canned pineapple fruit into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Dana Lofgren at 202-205-3185 or dana.lofgren@usitc.gov, for copies of that questionnaire).

PART II.--TRADE AND RELATED INFORMATION

II-1. 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.

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

II-2. 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-3. 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.

II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of canned pineapple fruit in Thailand in the future?

- No Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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

II-5. Describe the production technology used in the production of canned pineapple fruit in Thailand and identify major production inputs. Also discuss any significant changes in production technology since January 1, 2000.

II-6. 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? Provide relevant portions of business plans or other supporting documentation that addresses this issue.

No Yes--List the following information.

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

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>
<hr/>	<hr/>
<hr/>	<hr/>

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of canned pineapple fruit?

_____ Percent

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

II-10. Is your firm able to switch production between canned pineapple fruit and other products in response to a relative price 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.

II-11. Has your firm maintained any inventories of canned pineapple fruit in the United States (not including inventories held by firms identified in questions I-3, I-4, or I-5 above¹) since January 1, 2000?

- No Yes--Report the quantity (in 1,000 case equivalents) of such **end-of-period** inventories below.

<u>2000</u>	<u>2001</u>	<u>2002</u>
_____	_____	_____
<u>2003</u>	<u>2004</u>	<u>2005</u>
_____	_____	_____
<u>Jan.-Sept. 2006</u>		

II-12. Are your firm's exports of canned pineapple fruit subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

- No Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<i>Product</i>	<i>Country</i>	<i>Year Imposed</i>	<i>Barrier</i>
_____	_____	_____	_____
_____	_____	_____	_____

¹ Such firms will report inventories in the Commission's importer or producer questionnaire.

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

II-13. Are imports of canned pineapple fruit into your home market subject to any tariff or non-tariff barriers?

No

Yes--Please 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.

II-14. Have any of your firm's export markets (reported in Section II-17a) developed or increased as a result of the antidumping order on canned pineapple fruit from Thailand? Please identify and discuss below. Also, provide relevant portions of business plans or other supporting documentation that address this issue.

II-15. 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, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-16. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories 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 II.--TRADE AND RELATED INFORMATION--Continued

II-17a. Please report production capacity, production, shipments, and inventories of canned pineapple fruit produced by your firm in Thailand in the specified periods.

(Quantity in 1,000 case equivalents, Value in 1,000 U.S. Dollars)										
Item	2000	2001	2002	2003	2004	2005	Jan.- Sept. 2005	Jan.- Sept. 2006	Projected 2006	Projected 2007
ACREAGE PLANTED (acres)										
AVERAGE PRODUCTION CAPACITY¹ (qty)										
BEGINNING-OF- PERIOD INVENTORIES² (qty)										
PRODUCTION³ (quantity)										
SHIPMENTS:										
Home market:										
Internal consumption/ transfers (qty)										
Commercial shipments: Quantity										
Value										
Exports to:										
United States:⁴ Quantity										
Value										
European Union (25):⁵ Quantity										
Value										
Canada: Quantity										
Value										
Japan: Quantity										
Value										

Table continued on next page.

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

II-17a.- *Continued*

(Quantity in 1,000 case equivalents, Value in 1,000 U.S. Dollars)

Item	2000	2001	2002	2003	2004	2005	Jan.- Sept. 2005	Jan.- Sept. 2006	Projected 2006	Projected 2007
Russia: Quantity										
Value										
All other export markets: ⁶ Quantity										
Value										
Total exports Quantity										
Value										
Total shipments Quantity										
Value										
END-OF-PERIOD INVENTORIES (quantity)										

¹ The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional space as necessary): _____

² Reconciliation of data.--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: _____

³ Please estimate the percentage of total production of canned pineapple fruit in Thailand accounted for by your firm's production in 2005. _____ Percent

⁴ Please estimate the percentage of total exports to the U.S. of **canned pineapple fruit** from **Thailand** accounted for by your firm's exports in 2005. _____ Percent

⁵ Identify principal *European Union* export markets: _____

⁶ Identify principal *other* export markets: _____

II-17b. Please report the quantity and value of your firm's exports to the United States of canned pineapple fruit. Report separately for Thailand (subject) and Thailand (nonsubject), by grade, and package size in 2004 and 2005. Thailand (subject) exports are those from Thai producers that are subject to the antidumping duty order. Thailand (nonsubject) exports are those from Siam Food Products Public Co. Ltd. (SFP), Dole, Kuiburi Fruit Canning Co., Ltd. (KFC), and The Thai Pineapple Public Co., Ltd. (TIPCO, or as it is currently known, The Tipco Foods (Thailand) PCL).

Thailand (Subject) Thailand (Nonsubject)

		(Quantity in 1,000 case equivalents, Value in \$1,000)			
		2004		2005	
		Quantity	Value	Quantity	Value
Grade	Fancy				
	Choice				
	Standard				
Package Size	≤ 15 oz. cans				
	16 ≤ 100 oz. cans				
	> 100 oz. cans				

II-18. Has your firm experienced any changes in the quantity and value of your exports to the United States of canned pineapple fruit by cut of pineapple from 2004-05 (i.e. in slices, chunks, cubes, tidbits, pieces, or crushed). If yes, please explain below.

PART III.--MARKET FACTORS

III-1. To what extent have changes in the prices of raw materials affected your firm's selling prices for canned pineapple fruit during January 1, 2000-September 30, 2006? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-2. Approximately what percentage of your firm's sales of canned pineapple fruit to U.S. customers 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

III-3. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of canned pineapple fruit? _____

III-4. List countries other than Thailand with whom you compete for sales of canned pineapple fruit in the United States market. Describe the impact that these competitors have on prices and sales in the United States market.

III-5. 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.

PART III.--MARKET FACTORS--Continued

III-6. 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 Thailand-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.

III-7. Please discuss any anticipated changes in the supply factors noted above that may affect the availability of Thailand-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.

III-8. 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.

III-9. Is the product range or marketing of canned pineapple fruit in your home market significantly different from the product range or marketing of canned pineapple fruit for export to the United States or to third-country markets? Have there been any significant changes in the product range or marketing of canned pineapple fruit in your home market, for export to the United States, or for export to third-country markets since January 1, 2000?

No Yes--Please describe.

PART III.--MARKET FACTORS--Continued

III-10. Please discuss any anticipated changes in terms of the product range or marketing of canned pineapple fruit in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-11. 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?

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.

III-12. 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.

III-13. 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).

PART III.--MARKET FACTORS--Continued

III-14. 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.

III-15. Is the canned pineapple fruit produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's canned pineapple fruit sold to the United States and/or to third-country markets?

Yes No--Identify the market(s) and any differences in the products.

III-16. Describe the end uses of the canned pineapple fruit that you manufacture and sell to your home market. If these end uses differ from those of the canned pineapple fruit you sell to the U.S. market or to third-country markets, explain.

III-17. Discuss any changes in the end uses of canned pineapple fruit since January 1, 2000.

PART III.--MARKET FACTORS--Continued

III-18. Please discuss any anticipated changes in terms of the end uses of canned pineapple fruit in the future, identifying the time period(s) involved, the market(s), and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-19. How has the demand within your home market and the United States (and worldwide, if known) for canned pineapple fruit changed since January 1, 2000? What were the principal factors affecting changes in demand?

III-20. Please discuss any anticipated changes in canned pineapple fruit demand in your home market and the United States (and worldwide, if known) in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-21. Please compare market prices of canned pineapple fruit in your home market, the United States, and third-country markets, if known. Please submit any documentation or list any sources which may be helpful.

III-22. If your firm produces canned pineapple fruit in more than one country, do you quote differing prices depending on where the canned pineapple fruit is produced?

PART III.--MARKET FACTORS--Continued

III-23. When your customers buy from you, do they typically ask you in which country the canned pineapple fruit was produced?

III-24. Describe briefly your home market for canned pineapple fruit, including the number of, and competition between, producers.

III-25. Do you face competition from imports of canned pineapple fruit in your home market?

No Yes--Please identify the country sources of any imports of canned pineapple fruit into your home market.

III-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 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.

III-27. 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.
