

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE

**FROZEN WARMWATER SHRIMP FROM
BRAZIL, CHINA, INDIA, THAILAND, AND VIETNAM**

This questionnaire must be received by the Commission by no later than November 22, 2010

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty orders concerning frozen warmwater shrimp from Brazil, China, India, Thailand, and Vietnam (inv. Nos. 731-TA-1063, 1064, 1066-1068 (Review)). **The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.**

<p>Name of firm _____</p> <p>Address _____</p> <p>_____</p> <p>World Wide Web address _____</p> <p>Has your firm produced or exported frozen warmwater shrimp (as defined in the instruction booklet) at any time since January 1, 2005?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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CERTIFICATION

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

By means of 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 proceedings or reviews conducted by the Commission on the same or similar merchandise.

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 proceedings 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

PART I.--GENERAL INFORMATION

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 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. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. **U.S. importers.**--Please provide the names, street addresses (not P.O. boxes), contacts, telephone numbers, and e-mail addresses of the **FIVE** largest U.S. importers of your firm's frozen warmwater shrimp in 2009.

No.	Importer's name	Contact person	E-mail address	Area code and telephone number	Share of your 2009 exports (%)
1					
2					
3					
4					
5					

PART I.--GENERAL INFORMATION--Continued

I-4. **U.S. production.**--Does your firm or any related firm produce, have the capability to produce, or have any plans to produce frozen warmwater shrimp 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 Elizabeth Haines (202-205-3200, elizabeth.haines@usitc.gov) for copies of that questionnaire).

I-5. **U.S. importation.**--Does your firm or any related firm import or have any plans to import frozen warmwater shrimp into the United States?

- No Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Elizabeth Haines (202-205-3200, elizabeth.haines@usitc.gov) for copies of that questionnaire).

I-6. **Business plan.**--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 frozen warmwater shrimp?

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Elizabeth Haines (202-205-3200, elizabeth.haines@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. Please identify the individual to be contacted regarding the confidential information requested in part II?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part II with questions regarding the submitted confidential information.

E-mail: _____ Telephone: () _____

Fax: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of frozen warmwater shrimp since January 1, 2005.

(check as many as appropriate) *(please describe)*

plant openings _____

plant closings..... _____

relocations _____

expansions _____

acquisitions..... _____

consolidations..... _____

prolonged shutdowns or importation curtailments

revised labor agreements

other (e.g., technology)

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of frozen warmwater shrimp 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 frozen warmwater shrimp (in 1,000 pounds) for 2011 and 2012.**

II-4. **Anticipated changes in operations in the event the orders are revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of frozen warmwater shrimp in the future if the antidumping duty orders on frozen warmwater shrimp from Brazil, China, India, Thailand, or Vietnam 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. Please indicate if your response differs for particular orders.

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2005 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of frozen warmwater shrimp?

- No Yes--List the following information and report your firm's combined production capacity and production of these products and frozen warmwater shrimp in the periods indicated.

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

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

II-5. Same equipment, machinery, and workers.--Continued

(Quantity in 1,000 pounds)					
Item	2005	2006	2007	2008	2009
Overall Production Capacity					
Production of:					
Frozen warmwater shrimp					
Other product 1					
Other product 2					

II-6. Freezing capacity.--Please provide your firm’s total and allocated freezing capacity data for all freeze-processed products at your facilities since 2005 based on your firm’s typical product mix of frozen products

(Quantity in 1,000 pounds)					
Item	2005	2006	2007	2008	2009
Total potential freezing capacity ¹					
of which, allocated to frozen warmwater shrimp ²					
Total block freezing capacity					
Total IQF freezing capacity					
¹ The total potential freezing capacity reported is based on your firm’s typical operations: <i>i.e.</i> , operating _____ hours per week, _____ weeks per year. Do not report changes in capacity due to cyclical nature of operations, <i>i.e.</i> , hold average operating hours per week and weeks per year constant over the period. ² If the allocation of freezing capacity changed over the period since 2005, please describe why your firm allocated more or less freezing capacity to frozen warmwater shrimp as a share of total freezing capacity.					

II-7. Constraints on production.--Please rank the following constraint(s) that limited your firm’s production capacity of frozen warmwater shrimp during the period under review. If a given potential constraint was not actually applicable to your firm’s operation over the period under review, please indicate “not applicable” even if it would be or would have potentially been a constraint.

Item	Not applicable over period	Most important	2 nd most important	3 rd most important	4 th most important	5 th most important
Freezing capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Live shrimp supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Machinery or equipment other than freezers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Storage capacity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Labor availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

If you indicated above that there were constraints on your production capacity for certain fish fillets other than freezing capacity, please discuss the magnitude and timing of these constraints on your firms operations since 2005.

II-8. **Production shifting.**--Is your firm able to switch production between frozen warmwater shrimp and other products in response to a relative change in the price of frozen warmwater shrimp vis-a-vis the price of other products, using the same equipment and labor?

- No Yes---Please identify 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 frozen warmwater shrimp.

II-9. **Share of sales.**--What percentage of your firm's total sales in its most recent fiscal year was represented by sales of frozen warmwater shrimp?

_____ Percent

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

II-10. Barriers.--

(a) Are your firm's exports of frozen warmwater shrimp 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.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(b) Are your firm's exports of frozen warmwater shrimp subject to current proceedings in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

No Yes--List the products(s), country(ies), and type of proceeding.

Product	Country	Type of proceeding
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

II-11. **Other export markets.**--Identify export markets (other than the United States) that you have developed or where you have increased your sales of frozen warmwater shrimp since 2005. Please identify and discuss below.

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

II-12. **Significance of countervailing duty/antidumping duty orders.**--Describe the significance of the existing **countervailing duty/antidumping duty** orders covering imports of frozen warmwater shrimp from Brazil, China, India, Thailand, or Vietnam 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 orders.

II-13. **Anticipated changes if orders revoked.**--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 frozen warmwater shrimp in the future if the antidumping duty orders on frozen warmwater shrimp from Brazil, China, India, Thailand, or Vietnam 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. Please indicate if your response differs for particular orders.

II-14. **Inventories in the United States.**—Has your firm, since 2005, maintained any inventories of frozen warmwater shrimp in the United States ((not including inventories held by firms identified in question I-3)?

- No Yes--Report the quantity of such end-of-period inventories below.

Quantity (in 1,000 pounds)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Inventory							

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

II-15a. **Trade data (Brazil).**-- Report production capacity, production, shipments, and inventories of frozen warmwater shrimp produced by your firm in Brazil during the specified periods. (See definitions in the instruction booklet.)

BRAZIL

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Average production capacity ¹ (A)							
Beginning-of-period inventories (B)							
Production ² (C)							
Home market shipments:							
Internal consumption/transfers quantity (D)							
Commercial shipments quantity (E)							
value (F)							
Export shipments:							
to the United States: quantity (G)							
value (H)							
to the European Union: ³ quantity (I)							
value (J)							
to Asia: ⁴ quantity (K)							
value (L)							
to all other markets: ⁵ quantity (M)							
value (N)							
Total exports (quantity) (O)							
Total shipments (quantity) (P)							
End-of-period inventories (Q)							
¹ The production capacity (see definitions in instruction booklet) 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. <hr/>							
² Please estimate the percentage of total production of frozen warmwater shrimp in Brazil accounted for by your firm's production in 2009: _____ Percent							
³ Identify your principal <i>European Union</i> export markets: _____							
⁴ Identify your principal <i>Asian</i> export markets: _____							
⁵ Identify your principal <i>other</i> export markets: _____							

Please estimate the percentage of total exports to the United States of frozen warmwater shrimp in Brazil accounted for by your firm's exports in 2009: _____ Percent

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

II-15b. **Trade data (China).**-- Report production capacity, production, shipments, and inventories of frozen warmwater shrimp produced by your firm in China during the specified periods. (See definitions in the instruction booklet.)

CHINA

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Average production capacity ¹ (A)							
Beginning-of-period inventories (B)							
Production ² (C)							
Home market shipments:							
Internal consumption/transfers quantity (D)							
Commercial shipments quantity (E)							
value (F)							
Export shipments:							
to the United States: quantity (G)							
value (H)							
to the European Union: ³ quantity (I)							
value (J)							
to Asia: ⁴ quantity (K)							
value (L)							
to all other markets: ⁵ quantity (M)							
value (N)							
Total exports (quantity) (O)							
Total shipments (quantity) (P)							
End-of-period inventories (Q)							
¹ The production capacity (see definitions in instruction booklet) 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.							
² Please estimate the percentage of total production of frozen warmwater shrimp in China accounted for by your firm's production in 2009: _____ Percent							
³ Identify your principal <i>European Union</i> export markets: _____							
⁴ Identify your principal <i>Asian</i> export markets: _____							
⁵ Identify your principal <i>other</i> export markets: _____							

Please estimate the percentage of total exports to the United States of frozen warmwater shrimp in China accounted for by your firm's exports in 2009: _____ Percent

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

II-15c. **Trade data (India).**-- Report production capacity, production, shipments, and inventories of frozen warmwater shrimp produced by your firm in India during the specified periods. (See definitions in the instruction booklet.)

INDIA

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Average production capacity ¹ (A)							
Beginning-of-period inventories (B)							
Production ² (C)							
Home market shipments:							
Internal consumption/transfers quantity (D)							
Commercial shipments quantity (E)							
value (F)							
Export shipments:							
to the United States: quantity (G)							
value (H)							
to the European Union: ³ quantity (I)							
value (J)							
to Asia: ⁴ quantity (K)							
value (L)							
to all other markets: ⁵ quantity (M)							
value (N)							
Total exports (quantity) (O)							
Total shipments (quantity) (P)							
End-of-period inventories (Q)							
¹ The production capacity (see definitions in instruction booklet) 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. <hr/>							
² Please estimate the percentage of total production of frozen warmwater shrimp in India accounted for by your firm's production in 2009: _____ Percent							
³ Identify your principal <i>European Union</i> export markets: _____							
⁴ Identify your principal <i>Asian</i> export markets: _____							
⁵ Identify your principal <i>other</i> export markets: _____							

Please estimate the percentage of total exports to the United States of frozen warmwater shrimp in India accounted for by your firm's exports in 2009: _____ Percent

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

II-15d. **Trade data (Thailand).**-- Report production capacity, production, shipments, and inventories of frozen warmwater shrimp produced by your firm in Thailand during the specified periods. (See definitions in the instruction booklet.)

THAILAND

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Average production capacity¹ (A)							
Beginning-of-period inventories (B)							
Production² (C)							
Home market shipments:							
Internal consumption/transfers quantity (D)							
Commercial shipments quantity (E)							
value (F)							
Export shipments:							
to the United States: quantity (G)							
value (H)							
to the European Union: ³ quantity (I)							
value (J)							
to Asia: ⁴ quantity (K)							
value (L)							
to all other markets: ⁵ quantity (M)							
value (N)							
Total exports (quantity) (O)							
Total shipments (quantity) (P)							
End-of-period inventories (Q)							
¹ The production capacity (see definitions in instruction booklet) 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. <hr/>							
² Please estimate the percentage of total production of frozen warmwater shrimp in Thailand accounted for by your firm's production in 2009: _____ Percent							
³ Identify your principal <i>European Union</i> export markets: _____							
⁴ Identify your principal <i>Asian</i> export markets: _____							
⁵ Identify your principal <i>other</i> export markets: _____							

Please estimate the percentage of total exports to the United States of frozen warmwater shrimp in Thailand accounted for by your firm's exports in 2009: _____ Percent

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

II-15e. **Trade data (Vietnam).**-- Report production capacity, production, shipments, and inventories of frozen warmwater shrimp produced by your firm in Vietnam during the specified periods. (See definitions in the instruction booklet.)

VIETNAM

Quantity (in 1,000 pounds) and Value (in 1,000 dollars)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Average production capacity ¹ (A)							
Beginning-of-period inventories (B)							
Production ² (C)							
Home market shipments:							
Internal consumption/transfers quantity (D)							
Commercial shipments quantity (E)							
value (F)							
Export shipments:							
to the United States: quantity (G)							
value (H)							
to the European Union: ³ quantity (I)							
value (J)							
to Asia: ⁴ quantity (K)							
value (L)							
to all other markets: ⁵ quantity (M)							
value (N)							
Total exports (quantity) (O)							
Total shipments (quantity) (P)							
End-of-period inventories (Q)							
¹ The production capacity (see definitions in instruction booklet) 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. <hr/>							
² Please estimate the percentage of total production of frozen warmwater shrimp in Vietnam accounted for by your firm's production in 2009: _____ Percent							
³ Identify your principal <i>European Union</i> export markets: _____							
⁴ Identify your principal <i>Asian</i> export markets: _____							
⁵ Identify your principal <i>other</i> export markets: _____							

Please estimate the percentage of total exports to the United States of frozen warmwater shrimp in Vietnam accounted for by your firm's exports in 2009: _____ Percent

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

II-16. **Reconciliation of trade data.**—

- (a) The quantities reported in question II-14 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - E - G - I - K - M = Q$ Do these data reconcile? Yes No--Please explain: _____

- (b) Further, the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line Q of year 2005 should equal line B of year 2006). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain:

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

II-17. (a) Please provide the total volume of frozen warmwater shrimp that your firm processed in calendar year 2009:

Total volume processed (quantity): _____

Days shrimp was processed (number): _____

(b) Identify each type of processing that your firm performs and the quantity of product that was processed in that manner in calendar year 2009.

No Yes—Grading Quantity: _____

No Yes—Deheading Quantity: _____

No Yes—Hand peeling Quantity: _____

No Yes—Deveining Quantity: _____

No Yes—Dusting Quantity: _____

No Yes—Breeding Quantity: _____

No Yes—Butterflying/
other special cutting Quantity: _____

No Yes—Machine peeling Quantity: _____

No Yes—Cooking Quantity: _____

No Yes—Marinating/saucing Quantity: _____

No Yes—Other (_____) Quantity: _____

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

II-18. For calendar year 2009, provide the quantity (1,000 pounds) and value (\$1,000) of your firm's commercial shipments of the following:

	<u>Quantity</u>	<u>Value</u>
Fresh:	_____	_____
Frozen--		
raw, head on:	_____	_____
raw, headless:	_____	_____
raw, peeled undeveined (PUD):	_____	_____
raw, peeled and deveined (P&D):	_____	_____
raw, dusted:	_____	_____
raw, breaded:	_____	_____
raw, marinated or sauced:	_____	_____
raw, other (_____):	_____	_____
cooked, breaded:	_____	_____
cooked, other (_____):	_____	_____
Total block frozen	_____	_____
Total IQF frozen	_____	_____

II-19. For calendar year 2009, provide the quantity (1,000 pounds) and value (\$1,000) of your firm's commercial shipments of the following:

<u>Size (count) (headless)</u>	<u>Quantity</u>	<u>Value</u>
Under 16:	_____	_____
16/20:	_____	_____
21/25:	_____	_____
26/30:	_____	_____
31/35:	_____	_____
36/40:	_____	_____
41/50:	_____	_____
51/60:	_____	_____
61/70:	_____	_____
71/90:	_____	_____
110/130:	_____	_____
130/150:	_____	_____
Over 150:	_____	_____
Broken: _____	_____	_____

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

II-20. For calendar year 2009, provide the share (in percent) of your purchases of frozen warmwater shrimp that were: farmed _____, wild caught _____.

II-21. **Raw material prices.**--Have there been any significant changes in the price of raw materials used to produce frozen warmwater shrimp since 2005?

No Yes— Please supply details as to the time, nature, and significance of such changes:

II-22. **Exports of dusted shrimp.**--Does your firm export dusted shrimp?

No. Yes-- Report your firm's exports of dusted shrimp exported during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds), value (in \$1,000)							
Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Exports:							
Brazil:							
Quantity							
Value							
China:							
Quantity							
Value							
India:							
Quantity							
Value							
Thailand:							
Quantity							
Value							
Vietnam:							
Quantity							
Value							

PART III.--MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Ioana Mic (202-205-3196, ioana.mic@usitc.gov)**.

III-1. Please identify the individual to be contacted regarding the confidential information requested in parts III?

Name and title: _____

Please indicate the manner by which Commission staff may contact the individual responsible for part III with questions regarding the submitted confidential information.

E-mail: _____ Telephone: (____) _____

Fax: (____) _____

III-2. **Price setting**-- How does your firm determine the prices that it charges for sales of frozen warmwater shrimp (*check all that apply*)? 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 only submit some sample pages.

Transaction by transaction Contracts Set price lists

Other--Please describe: _____

III-3. **Discount policy**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts Annual total volume discounts No discounts

Other--Please describe: _____

III-4. **Pricing terms for frozen warmwater shrimp**--

(a) What are your firm's typical sales terms for its U.S.-produced frozen warmwater shrimp (*e.g., 2/10 net 30 days*)? _____.

(b) On what basis are your prices of domestic frozen warmwater shrimp usually quoted? (check one)

F.o.b.--Please specify point: _____ Delivered

PART III.--MARKET FACTORS--Continued

III-5. **Contract versus spot.**--Approximately what share of your firm's sales of its U.S.-produced frozen warmwater shrimp in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

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

III-6. **Long-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-7. **Short-term contract provisions.**--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? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No

III-8. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced frozen warmwater shrimp?

<u>Source</u>	<u>Share of sales in 2009</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

PART III.--MARKET FACTORS--Continued

III-9. **Changes in supply.**--

(a) Do you anticipate any changes in terms of the availability of imported frozen warmwater shrimp processed by your firm in the U.S. market in the future?

Increase No change Decrease

(b) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

III-10. **Product shifting.**--Describe how easily your firm can shift its sales of frozen warmwater shrimp imported 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 frozen warmwater shrimp between the U.S. and alternative country markets within a 12-month period.

III-11. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of frozen warmwater shrimp since January 1, 2005?

No Yes—Please explain.

PART III.--MARKET FACTORS--Continued

III-12. **Anticipated product changes.**—Do you anticipate changes in the product range, product mix, or marketing of frozen warmwater shrimp in your home market, for exports to the United States, or for exports to third-country markets in the future.

No Yes--Please explain.

III-13. **Substitutes.**— Please list in order of importance any products that may be substituted for frozen warmwater shrimp (e.g. coldwater shrimp, other seafood products, etc.).

Substitute product	Description of processed products in which this substitute can be used	Have changes in the prices of this substitute affected the price of frozen warmwater shrimp since January 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

PART III.--MARKET FACTORS--Continued

III-14. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for frozen warmwater shrimp since January 1, 2005?

No Yes--Please explain.

III-15. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for frozen warmwater shrimp in the future?

No Yes—Please explain.

III-16. **Interchangeability.**--Is the frozen warmwater shrimp produced by your firm and sold in its home market interchangeable (*i.e.*, can be used in the same applications) with your firm's frozen warmwater shrimp sold to the United States and/or to third-country markets?

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

PART III.--MARKET FACTORS--Continued

III-17. **Demand trends.**--How has the demand for frozen warmwater shrimp changed since January 1, 2005? What principal factors affect changes in demand?

	<u>Increased</u>	<u>No change</u>	<u>Decreased</u>	<u>Fluctuated</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-18. **Anticipated demand trends.**-- How do you anticipate demand will change for frozen warmwater shrimp in the future? What principal factors that will affect these changes in demand?

	<u>Increase</u>	<u>No change</u>	<u>Decrease</u>	<u>Fluctuate</u>
Demand in:				
Your home market	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

III-19. **Price differences.**--Please compare market prices of frozen warmwater shrimp in your home market, the United States, and third-country markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART III.--MARKET FACTORS--Continued

III-20. **Description of home market.**--Describe briefly your home market for frozen warmwater shrimp, including the number of, and competition between, producers.

III-21. **Import competition.**--Do you face competition from imports of frozen warmwater shrimp in your home market?

No Yes--Please identify the country sources of any imports of frozen warmwater shrimp into your home market.

III-22. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss frozen warmwater shrimp supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.