

U.S. PRODUCERS' QUESTIONNAIRE
CERTAIN FROZEN FISH FILLETS FROM VIETNAM

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

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning certain frozen fish fillets from Vietnam (Inv. No. 731-TA-1012 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<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 (<i>i.e.</i>, processed) certain frozen fish fillets (as defined in the instruction booklet) at any time since January 1, 2003?</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>

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 this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge 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.

_____ <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 50 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. **Continuation of order support.**--Does your firm support or oppose continuation of the antidumping duty order currently in place for certain frozen fish fillets from Vietnam?

Support Oppose Take no position

Explanation of your firm's position:

PART I.--GENERAL INFORMATION--Continued

I-4. **Ownership.**--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. **Related "subject" importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain frozen fish fillets from Vietnam into the United States or which are engaged in exporting certain frozen fish fillets from Vietnam to the United States?

No Yes--List the following information.

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

I-6. **Related "nonsubject" importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain frozen fish fillets from countries other than Vietnam into the United States or which are engaged in exporting certain frozen fish fillets from countries other than Vietnam to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production (*i.e.*, processing) of certain frozen fish fillets?

No Yes--List the following information.

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

I-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for certain frozen fish fillets?

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. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information in this section?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of certain frozen fish fillets since January 1, 2003?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> plant openings	_____

<input type="checkbox"/> plant closings.....	_____

<input type="checkbox"/> relocations	_____

<input type="checkbox"/> expansions	_____

<input type="checkbox"/> acquisitions.....	_____

<input type="checkbox"/> consolidations.....	_____

<input type="checkbox"/> prolonged shutdowns or production curtailments	_____

<input type="checkbox"/> revised labor agreements	_____

<input type="checkbox"/> other.....	_____

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 certain frozen fish fillets 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 certain frozen fish fillets (in pounds) for 2009.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of certain frozen fish fillets in the future if the antidumping duty order on certain frozen fish fillets from Vietnam were to be revoked?

- No Yes--Please supply details as to the likely 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. **Production of products (fresh or frozen) other than from catfish.**--Has your firm since 2003 (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, products (fresh or frozen) other than from catfish:

(a) On the same equipment and machinery used in the production of certain frozen fish fillets?

No Yes--List the information requested below.

(b) Using the same production and related workers employed to produce certain frozen fish fillets?

No Yes--List the following information.

Product(s)	Period(s)	Basis for allocation of capacity and employment data (indicate if different)

II-6. **Production of products (fresh or frozen) from catfish other than certain frozen fish fillets.**-- Has your firm since 2003 (the year the antidumping duty order under review became effective) produced, or does your firm anticipate producing in the future, products (fresh or frozen) from catfish other than certain frozen fish fillets (*i.e.*, other than the merchandise subject to this review):

(a) On the same equipment and machinery used in the production of certain frozen fish fillets?

No Yes--List the information requested below.

(b) Using the same production and related workers employed to produce certain frozen fish fillets?

No Yes--List the following information.

Product(s) (<i>check if applicable</i>)	Period(s)	Basis for allocation of capacity and employment data (indicate if different)
<input type="checkbox"/> Fresh whole catfish		
<input type="checkbox"/> Fresh catfish fillets		
<input type="checkbox"/> Fresh catfish nuggets		
<input type="checkbox"/> Fresh catfish steaks		
<input type="checkbox"/> Frozen whole catfish		
<input type="checkbox"/> Frozen catfish steaks		
<input type="checkbox"/> Frozen catfish nuggets		
<input type="checkbox"/> Other:		

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

II-7. **Freezing capacity.**--Please provide your firm's total and allocated freezing capacity data for all freeze-processed products at your facilities since 2003 (the year the antidumping duty order under review became effective) based on your firm's typical product mix of frozen products.

(Quantity in 1,000 pounds)						
Item	2003	2004	2005	2006	2007	2008
Total potential freezing capacity ¹ (A)						
of which, allocated to non-catfish frozen products ² (B)						
allocated to frozen catfish products other than the merchandise under review ² (C)						
allocated to certain frozen fish fillets (<i>i.e.</i> , the merchandise under review) ² (D)						
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 2003, please describe why your firm allocated more or less freezing capacity to certain frozen fish fillets as a share of total freezing capacity.						

II-8. **Constraints on production.**--Please rank the following constraint(s) that limited your firm's production capacity of certain fish fillets 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 fish 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"/>

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 2003.

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

II-9. **Cyclical^y of operations.**--Would you describe your operations as they relate to the production (*i.e.*, processing) of certain fish fillets as cyclical?

- No Yes--Please discuss this cyclical^y below, indicating whether the cyclical^y is "seasonal", *i.e.*, a full cycle is completed in the course of a one-year period, or not, and provide a discussion of the nature and timing of these cycles and how they have affected your operations since 2003.
- Seasonal (*i.e.*, full cycle over 1 year period)
 Shorter than seasonal (*i.e.*, more than 1 cycle a year)
 Longer than seasonal (*i.e.*, less than 1 cycle a year)

II-10. **Shifting production.**--Describe below your firm's ability to shift production between certain frozen fish fillets and other products in response to a relative change in the price of certain frozen fish fillets vis-à-vis the price of other products, using the same equipment and labor.

		Ability to shift production		Indicate the likelihood that price divergences between each product and certain frozen fish fillets would result in shifts in production	
		Relatively easy	Relatively difficult	Likely	Unlikely
	Shift to:				
Catfish products (see II-6)	Fresh catfish fillets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Fresh whole catfish	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Fresh catfish nuggets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Fresh catfish steaks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Frozen whole catfish	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Frozen catfish steaks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Frozen catfish nuggets	<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"/>
Non-catfish products (see II-5)	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	_____	<input type="checkbox"/>	<input type="checkbox"/>	<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

II-10. **Shifting production.**--Continued

Please discuss the factors that affect your ability to shift production between frozen fish fillets and other products. Include both technical consideration (*i.e.*, the makeup of your plant structure) and commercial considerations that would affect your ability to shift production. Taking these factors into consideration, discuss the approximate time and cost involved in shifting, and the minimum relative price change (if any) required for your firm to shift production to or from certain frozen fish fillets.

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

II-11. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain frozen fish fillets in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	2003	2004	2005	2006	2007	2008
Average production capacity ¹ (quantity) (A)						
Beginning-of-period inventories (quantity) (B)						
Production (quantity) (C)						
U.S. shipments:						
Commercial shipments:						
quantity (D)						
value (E)						
Internal consumption: ²						
quantity (F)						
value (G)						
Transfers to related firms: ²						
quantity (H)						
value (I)						
Export shipments: ³						
quantity (J)						
value (K)						
Spoilage ⁴ (quantity) (L)						
End-of-period inventories (quantity) (M)						
Channels of distribution:						
U.S. shipments to food service distributors (quantity) (N)						
U.S. shipments to restaurants (quantity) (O)						
U.S. shipments to others (quantity) (P) ⁵						
Employment data:						
Average number of PRWs (number) (Q)						
Hours worked by PRWs (1,000 hours) (R)						
Wages paid to PRWs (value) (S)						

¹ The production capacity should equal the allocated freezing capacity reported in response to question II-7 if you reported that there were no other constraints on production other than freezing capacity in question II-8. If you did report that there were other production constraints other than allocated freezing capacity in question II-8, the data reported here should be less than those reported in response to question II-7 by the degree to which the other identified constraints limit your firm's ability to produce certain frozen fish fillets. Are the data for production capacity here equal to or less than the allocated freezing capacity reported in question II-7, line D? Yes. No (read the above and correct the data).

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 2003-08 below:

³ Identify your principal export markets: _____

⁴ Spoilage can account for any period-over-period differences in inventories given your firm's production and sales data, and should represent any certain frozen fish fillets (i.e., must be subject merchandise) that was not sold (e.g., went bad, was stolen, is unaccounted for, et cetera). The spoilage reported here should not represent any waste by-products such as offal that is not considered subject merchandise.

⁵ Please include your firm's internal consumption quantities as well as shipments to companies other than food service distributors and restaurants. Please also describe these firms: _____

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

II-12. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-11 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J - L = M$ Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire)

$D + F + H = N + O + P$ Do these data reconcile? Yes No--(Please correct these data before submitting questionnaire).

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line M of year 2003 should equal line B of year 2004). Do these data reconcile for each adjacent calendar year?

- Yes. No--(Please correct these data before submitting questionnaire.
Note that you may use the quantities reported under spoilage (line L) to account for any unexplained discrepancies between your production, shipment and inventory data.)

II-13 Raw materials.--

- (a) Please indicate the amount of live catfish your firm purchased each year since 2003.

(Quantity in 1,000 pounds)						
Item	2003	2004	2005	2006	2007	2008
Purchases of live catfish						

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

II-13 Raw materials.--Continued

- (b) Indicate the approximate share by weight of the total catfish used in your operations in 2008 that went into the production of the specified products.

Product	Share of total weight (in percent) ¹
Fresh catfish fillets	
Fresh whole catfish	
Fresh catfish nuggets	
Fresh catfish steaks	
Frozen whole catfish	
Frozen catfish steaks	
Frozen catfish nuggets	
Certain frozen fish fillets (i.e., the merchandise under review)	
Offal and other waste	
Other sellable products: _____	
Total	100.0
¹ Share of total weight should be understood to be the approximate percentage of each product produced at your establishment(s) out of total weight of all catfish purchased.	

- (c) Indicate the approximate share by weight a single catfish used to produce certain frozen fish fillets for each of the following products.

Product	Share of fish weight (in percent) ¹
Fillet	
Other sellable products after fillets are removed, such as: _____ _____	
Offal	
Total	100.0
¹ Share of fish weight should be understood to be the approximate percentage of certain frozen fish fillets and remaining products produced from a single catfish.	

- II-14. **Toll production.**--Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain frozen fish fillets?

No Yes--Name firm(s): _____.

- II-15. **FTZs.**--Does your firm produce certain frozen fish fillets in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

- II-16. **Importers.**--Since January 1, 2003, has your firm directly imported certain frozen fish fillets from any source?

No Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

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

II-17. **Purchases.**--Other than direct imports, has your firm otherwise purchased certain frozen fish fillets since January 1, 2003? (See definitions in the instruction booklet.)

- No Yes--Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods.

Reasons: _____

(Quantity in 1,000 pounds, value in \$1,000)						
Item	2003	2004	2005	2006	2007	2008
PURCHASES FROM U.S. IMPORTERS ¹ OF CERTAIN FROZEN FISH FILLETS FROM.--						
Vietnam:						
<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. ³						
<i>quantity</i>						
<i>value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						
³ Please provide as much detail as possible regarding these purchases. _____ _____						

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

II-18. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of certain frozen fish fillets from Vietnam in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-19. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of certain frozen fish fillets in the future if the antidumping duty order on certain frozen fish fillets from 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.

II-20. **Related growers.**--Please indicate the percentage of catfish your firm obtained from related and unrelated growers in 2008.

Share of catfish obtained by your firm in 2008, by weight (percent)	From--
	Related growers (e.g., cooperative shareholders, et cetera)
	Unrelated growers ¹
100.0	Both related and unrelated growers
¹ Please describe the typical arrangements with the farms from which you obtain the foodsize live catfish: <input type="checkbox"/> purchase, <input type="checkbox"/> process into fillets for flat fee and growers maintain ownership, or <input type="checkbox"/> other --describe _____ _____ _____	

PART III.--FINANCIAL INFORMATION

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

III-1. **Contact information (Financial).**--Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

III-2. **Accounting system.**--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, 10 Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or 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 certain frozen fish fillets, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

PART III.--FINANCIAL INFORMATION--Continued

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

Products:		Share of sales ¹ (percent)
Catfish products (see II-6)	Fresh catfish fillets	
	Fresh whole catfish	
	Fresh catfish nuggets	
	Fresh catfish steaks	
	Frozen whole catfish	
	Frozen catfish steaks	
	Frozen catfish nuggets	
	Other: _____	
Non-catfish products (see II-5)	_____	

Total		100.0
¹ The products listed here should match those listed in questions II-5 and II-6.		

III-6. **Inputs from related firms.**--Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of certain frozen fish fillets from any related company whose financial statements are ultimately consolidated with the financial statements of your firm?

Yes--Continue to question III-7 below No--Continue to question III-9 below

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of certain frozen fish fillets 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>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (*i.e.*, costs reported in question III-11, 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's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact David Boyland (202-708-4725, david.boyland@usitc.gov).

III-9. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's certain frozen fish fillets operations.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Non-recurring charges: (In the far left column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)						
1.						
2.						
3.						
4.						
5.						
6.						
7.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. **Operations on certain frozen fish fillets.**--Report the revenue and related cost information requested below on the certain frozen fish fillets operations of your U.S. establishment(s).¹ Do not report product resales. 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.² Provide data for your six most recently completed fiscal years in chronological order from left to right. 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 pounds) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Net sales quantities: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: ³						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (COGS): ⁴						
Live catfish from <i>related</i> growers						
Live catfish from <i>unrelated</i> growers						
Other raw materials						
Total raw materials						
Direct labor						
Other factory costs						
Less: byproduct revenue from offal						
Total COGS						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received ⁵						
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 Please indicate the amount of profits or (losses) on inputs from related firms that were eliminated pursuant question III-9:
Year 1 _____ Year 2 _____ Year 3 _____ Year 4 _____ Year 5 _____ Year 6 _____.

PART III.--FINANCIAL INFORMATION--Continued

³ 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.
⁴ COGS should include costs associated with internal consumption and transfers to related firms.
⁵ 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.

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of certain frozen fish fillets. 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 finished goods 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.

Value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
ASSETS associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. Other (describe: _____)						
F. Total current assets (lines 1.A. through 1.E.)						
2. 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						
3. Other (describe: _____)						
4. Total assets (lines 1.F., 2.C., and 3)						

III-12. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on certain frozen fish fillets. Provide data for your six most recently completed fiscal years in chronological order from left to right.

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

PART III.--FINANCIAL INFORMATION--Continued

III-13. Capital expenditures and research and development expenses.--Continued

Please describe the major capital expenditures and research and development expenditures reflected in the data provided above. If the expenditures/expenses relate to specific fiscal years, please indicate which years.

Capital expenditures: _____

Research and development expenses: _____

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerald Benedick (202-205-3244, gerald.benedick@usitc.gov)

IV-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products processed and sold by your firm to all unrelated customers during January 2003-December 2008.

Product 1--2 to 3 ounce frozen fillets, not breaded or marinated, in 15 lb. to 22 lb. boxes.

Product 2--over 3 ounce to 5 ounce frozen fillets, not breaded or marinated, in 15 lb. to 22 lb. boxes.

Product 3--over 5 ounce to 7 ounce frozen fillets, not breaded or marinated, in 15 lb. to 22 lb. boxes.

Product 4--over 7 ounce to 9 ounce frozen fillets, not breaded or marinated, in 15 lb. to 22 lb. boxes.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the *final net* amount paid to you (*i.e.*, should be net of all deductions for discounts or rebates). See instruction booklet.

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

IV-2. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
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				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.

² Pricing product definitions are provided on the first page of Part IV.

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

Product 1: _____

Product 2: _____

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

IV-2. Pricing data.--Continued

(Quantity in pounds, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
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				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
¹ Net values (<i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. ² Pricing product definitions are provided on the first page of Part IV.				
Note.-- If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				
Product 3: _____				
Product 4: _____				

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

IV-3. **Price setting.--** How does your firm determine the prices that it charges for sales of certain frozen fish fillets (*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: _____
- _____
- _____

IV-4. **Discount policy.--** Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts Annual total volume discounts No discount policy
- Other--Please describe: _____
- _____
- _____

IV-5. **Pricing terms for certain frozen fish fillets.--**

- (a) What are your firm's typical sales terms for its U.S.-produced certain frozen fish fillets (*e.g., 2/10 net 30 days*)? _____.
- (b) On what basis are your prices of domestic certain frozen fish fillets usually quoted? (check one)
- F.o.b.--Please specify point: _____ Delivered

IV-6. **Contract versus spot.--** Approximately what shares of your firm's sales of its U.S.-produced certain frozen fish fillets in 2008 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	_____

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

IV-7. **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

IV-8. **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

IV-9. **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 certain frozen fish fillets?

<u>Source</u>	<u>Share of sales in 2008</u>	<u>Lead time</u>
From inventory	_____	_____
Produced to order	_____	_____
Total / average	100 %	_____

IV-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of your firm's U.S.-producer certain frozen fish fillets that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

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

IV-11. **Substitutes.**--Please list in order of importance any products that may be substituted for certain frozen fish fillets (Flounder, Sole, Tilapia, *et cetera*). For each possible substitute product, please describe the degree of substitutability and indicate whether changes in the price of the substitute affect the price for certain frozen fish fillets, and to what degree, the length of any time lag of such an effect.

Substitute	Description	Have changes in the prices of this substitute affected the price for certain frozen fish fillets?
1.		<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/>

IV-12. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for certain frozen fish fillets since 2003?

No Yes--Please explain.

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

IV-13. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for certain frozen fish fillets in the future?

- No Yes--Please explain.

IV-14. **Effect(s) of raw material price changes.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for certain frozen fish fillets during January 2003-December 2008? 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.

IV-15. **Demand trends.**--

(a) How has the demand within the United States for certain frozen fish fillets changed since January 1, 2003? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

(b) How has the demand outside the United States (if known) for certain frozen fish fillets changed since January 1, 2003? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

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

IV-16. Anticipated demand trends.--

(a) How do you anticipate demand will change within the United States for certain frozen fish fillets to in the future? What principal factors will affect any changes in demand?

Increase No Change Decrease Fluctuate

(b) How do you anticipate demand will change outside the United States for certain frozen fish fillets to in the future? What principal factors will affect any changes in demand?

Increase No Change Decrease Fluctuate

IV-17. Product/marketing changes.--Have there been any significant changes in the product range or marketing of certain frozen fish fillets since January 1, 2003?

No Yes--Please describe.

IV-18. Anticipated product or marketing changes.--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of certain frozen fish fillets in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

No Yes--Please identify, including the time period.

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

IV-19. **Geographical shipments.**-- Based on the quantity of your firm's U.S. shipments in 2008 as reported in response to question II-11, please indicate the percentage share for which each of the following geographic markets account. Please answer this question in reference to the delivery location of your shipments.

Geographic area	Share of U.S. shipments in 2008 <i>(in percent)</i>
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	
Central Southwest. --AR, LA, OK, and TX.	
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	
Pacific Coast. --CA, OR, and WA.	
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	
Note.--These shares should be calculated from all reported U.S. shipments in 2008 (lines D, F, and H) from question II-11	

IV-20. **Price differences.**--Please compare market prices of certain frozen fish fillets in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-21. **Changes in factors affecting supply.**--Have any changes occurred in any other factors affecting supply (*e.g.*, changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced certain frozen fish fillets in the U.S. market since 2003?

No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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

IV-22. Availability of supply (U.S.-produced).--

- (a) Do you anticipate any changes in terms of the availability of U.S.-produced certain frozen fish fillets in the U.S. market in the future?

Increase No change Decrease

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

IV-23. Availability of supply (nonsubject).—

- (a) Has the availability of imported certain frozen fish fillets from countries other than Vietnam changed since 2003?

No Yes--Please explain.

- (b) List in order of perceived or actual presence in the U.S. market of the largest sources of imported frozen fish fillets from countries other than Vietnam.

1. _____

2. _____

3. _____

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

IV-24. **Export constraints.**--Describe how easily your firm can shift its sales of certain frozen fish fillets between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting certain frozen fish fillets 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-25. **Price comparisons.**--Please compare market prices of certain frozen fish fillets in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-26. **Market studies.**--Please provide the internet addresses for (or if not available online as a separate attachment to your questionnaire submission) any studies, surveys, *et cetera* that you are aware of that quantify and/or otherwise discuss certain frozen fish fillets supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Vietnam, and (3) the world as a whole. Of particular interest is such data from 2003 to the present and forecasts for the future.

IV-27. **Barriers to trade.**--Are your exports of certain frozen fish fillets 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 2003, or that are expected to occur in the future.

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

IV-28. **Interchangeability by country-pair.**--Are certain frozen fish fillets produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Vietnam	China	Thailand	Malaysia	Other countries
United States						
Vietnam						
China						
Thailand						
Malaysia						

¹ For any country-pair producing certain frozen fish fillets which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-29. **Differences other than price by country-pair.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between certain frozen fish fillets produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Vietnam	China	Thailand	Malaysia	Other countries
United States						
Vietnam						
China						
Thailand						
Malaysia						

¹ For any country-pair for which factors other than price *always* or *frequently* are a significant factor in your firm's sales of certain frozen fish fillets, identify the country-pair and report the advantages or disadvantages imparted by such factors:
