

U.S. IMPORTERS' 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 imported certain frozen fish fillets (as defined in the instruction booklet) <u>from any country</u> 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 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-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. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **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-5. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain frozen fish fillets?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-7. **FTZs or bonded warehouse.**--Please indicate whether your firm enters certain frozen fish fillets into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-8. **TIB.**--Please indicate whether your firm imports certain frozen fish fillets under the TIB (temporary importation under bond) program.

No Yes

I-9. **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 certain frozen fish fillets?

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

I-10. **Other investigations.**--To your knowledge, have the products subject to this review been the subject of any other import relief investigations in any country(ies) other than the United States?

No Yes--Please specify.

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?

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 importation of certain frozen fish fillets since January 1, 2003?

<i>(check as many as appropriate)</i>	<i>(please describe)</i>
<input type="checkbox"/> office/warehouse openings	_____ _____
<input type="checkbox"/> office/warehouse closings	_____ _____
<input type="checkbox"/> relocations	_____ _____
<input type="checkbox"/> expansions	_____ _____
<input type="checkbox"/> acquisitions.....	_____ _____
<input type="checkbox"/> consolidations.....	_____ _____
<input type="checkbox"/> prolonged shutdowns or importation 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 importation 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.

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 importation 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 that address this issue.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of certain frozen fish fillets for delivery after December 31, 2008?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

Item	Quantity (1,000 pounds)			
	2009			
	Jan.-Mar.	Apr.-Jun.	Jul.-Sept.	Oct.-Dec.
Vietnam				
All other countries				

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

II-6. **Reasons for importing if producer.**--If your firm also produces certain frozen fish fillets in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

Not applicable (*i.e.*, your firm is not also a producer/processor in the United States), otherwise list reason for importing certain frozen fish fillets below.

Reasons: _____

II-7. **Duty circumvention.**—

(a) Has your firm or any of your firm's affiliated or unaffiliated customers been investigated by any U.S. government agency (including, but not limited to, U.S. Customs and Border Protection, U.S. Immigration and Customs Enforcement, U.S. Department of Justice, or the National Oceanic and Atmospheric Administration) for potential avoidance of antidumping duties on certain frozen fish fillets?

No Yes--Please describe the investigation(s) and outcome(s).

(b) If your firm aware of any past or present antidumping duty avoidance schemes (including, but not limited to, mislabeling or transshipments through third countries) relating to certain frozen fish fillets from Vietnam, regardless of whether these schemes have specifically been investigated by any U.S. government agency?

No Yes--Please describe.

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

II-8. **Imports from Vietnam**--Does your firm import certain frozen fish fillets from Vietnam?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of certain frozen fish fillets imported from Vietnam by your firm during the specified periods. (See definitions in the instruction booklet.)

VIETNAM¹

Quantity (in 1,000 pounds), value (in \$1,000)						
	2003	2004	2005	2006	2007	2008
Beginning-of-period inventories (quantity) (A)						
Imports: ¹						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption:						
Quantity (F)						
Value ² (G)						
Transfers to related firms:						
Quantity (H)						
Value ² (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						

¹ Identify in order of importance the firms from which you imported certain frozen fish fillets from Vietnam: _____

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 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 importation and sales data, and should represent any certain frozen fish fillets that were not sold (e.g., went bad, was stolen, or is unaccounted for).

⁵ Please describe these firms: _____

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

II-9. **Imports from other sources.**--Does your firm import certain frozen fish fillets from countries other than Vietnam?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of certain frozen fish fillets imported from countries other than Vietnam by your firm during the specified periods. (See definitions in the instructions.)

ALL OTHER SOURCES¹

Quantity (in 1,000 pounds), value (in \$1,000)						
	2003	2004	2005	2006	2007	2008
Beginning-of-period inventories (quantity) (A)						
Imports: ²						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption:						
Quantity (F)						
Value ³ (G)						
Transfers to related firms:						
Quantity (H)						
Value ³ (I)						
Export shipments: ⁴						
Quantity (J)						
Value (K)						
Spoilage ⁵ (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) ⁴						

¹ Identify in order of importance the specific countries from which you imported these products:

² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003-08 below:

³ Identify in order of importance your principal export markets: _____

⁴ Spoilage can account for any period-over-period differences in inventories given your firm's importation and sales data, and should represent any certain frozen fish fillets that were not sold (e.g., went bad, was stolen, or is unaccounted for).

⁵ Please describe these firms: _____

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

II-10. Reconciliation of import data.--

- (a) Please note that the quantities reported in questions II-8 and II-9 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H - J - L = M$ 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 A 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 import, shipment and inventory data.)

- II-11. **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 imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

- II-12. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories 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.

PART III.--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)

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

Company contact:

()

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Vietnam 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 III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (Vietnam).**--Report below the quarterly price data¹ for pricing products² imported from Vietnam and sold by your firm.

VIETNAM

<i>(Quantity in pounds, value in dollars)</i>				
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>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 III.				
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 III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (Vietnam).**--Continued

VIETNAM

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

III-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: _____
- _____
- _____

III-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: _____
- _____
- _____

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

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

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported 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 III.--PRICING AND MARKET FACTORS--Continued

III-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

III-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 Not

III-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 certain frozen fish fillets?

<u>Source</u>	<u>Share of sales,</u> <u>2008</u>	<u>Lead time</u>
From your firm's inventory	_____	_____
From foreign manufacturers' inventory	_____	_____
Produced to order	_____	_____
Total	100.0 %	

III-10. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of 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) 1
 Your firm or purchaser
- (c) What proportion of your sales are delivered within 100 miles of your point of importation () or storage facility ()? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent. Be sure to check one of the two options for measurement.

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

III-11. **Substitutes.**--Please list in order of importance any products that may be substituted for certain frozen fish fillets. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for certain frozen fish fillets, and to what degree, and 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/>

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

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

- No Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue.

III-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.

III-15. **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 III.--PRICING AND MARKET FACTORS--Continued

III-16. Availability of import supply (Vietnam).--

- (a) Do you anticipate any changes in terms of the availability of certain frozen fish fillets imported from Vietnam 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.

III-17. Availability of import 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 III.--PRICING AND MARKET FACTORS--Continued

III-18 **Product or marketing changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain frozen fish fillets since 2003?

No Yes--Please describe and quantify if possible.

III-19 **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 III.--PRICING AND MARKET FACTORS--Continued

III-20 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

III-21 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

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

III-22 **Geographical shipments.**--Based on the quantity of your firm's U.S. shipments in 2008 as reported in response to questions II-8 and II-9 above, 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>	
	Of imports from VIETNAM	Of imports from ALL OTHER SOURCES
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 questions II-8 and II-9.		

III-23 **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.

III-24 **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.

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

III-25 **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 III.--PRICING AND MARKET FACTORS--Continued

III-26. **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:
