

U.S. PROCESSORS' 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 reviews 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. 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)).**

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm processed frozen warmwater shrimp (as defined in the instruction booklet) at any time since January 1, 2005?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 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. **Support for continuation of orders.**--Do you support or oppose continuation of the antidumping duty orders currently in place for frozen warmwater shrimp from the following countries?

Brazil	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
China	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
India	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Thailand	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Vietnam	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

Currently the Department of Commerce is considering a changed circumstances review request filed jointly by the Ad Hoc Shrimp Trade Action Committee (the petitioner in the original investigation) and the Thai Frozen Foods Association (“TFFA”) in which they seek revocation of the order on shrimp from Thailand retroactive to its inception. Do you support, oppose, or take no position concerning this settlement?

Support Oppose Take no 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 frozen warmwater shrimp from Brazil, China, India, Thailand, or Vietnam into the United States or which are engaged in exporting frozen warmwater shrimp from those subject countries 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 frozen warmwater shrimp from countries **other** than Brazil, China, India, Thailand, or Vietnam into the United States or which are engaged in exporting frozen warmwater shrimp from countries other than those subject countries 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 processors.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the processing of frozen warmwater shrimp?

No Yes--List the following information.

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

I-8. **Business plan.**--Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected 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.

- | <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 (<i>e.g.</i> , 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? **Include in your response a specific projection of your firm's capacity to process frozen warmwater shrimp (in 1,000 pounds) for 2011 and 2012.**

- 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.

For question II-4, if your response differs for particular orders, please indicate and explain the particular effect of revocation of specific orders.

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.

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

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 and/or using the same production and related workers employed to produce 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 and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

(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 (A)					
of which, allocated to frozen warmwater shrimp ² (B)					
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 cyclicalities 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.					

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

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"/>

If you indicated above that there were constraints on your production capacity for frozen warmwater shrimp other than freezing capacity, please discuss the magnitude and timing of these constraints on your firm's 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.

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

II-9. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of frozen warmwater shrimp 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	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Average production capacity¹ (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)							
End-of-period inventories (quantity) (L)							
Channels of distribution:							
U.S. shipments to distributors (quantity) (M)							
U.S. shipments to end users (quantity) (N)							
U.S. shipments to retailers ⁴ /institutional buyers ⁵ (quantity) (M)							
Employment data:							
Average number of PRWs (number) (O)							
Hours worked by PRWs (1,000 hours) (P)							
Wages paid to PRWs (value) (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 (use additional pages as necessary).

² Internal consumption and transfers to related firms should 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 each of the periods noted above:

³ Identify your principal export markets: _____

⁴ Entities that purchase and resell to end users (i.e., supermarket and other retailers that sell to customers).

⁵ Entities such as restaurants, hotels, hospitals, etc.

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

II-10. Reconciliation of trade data.--

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

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D + F + H = M + N$

Do these data reconcile? Yes No--Please explain _____

- (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 L of year 2005 should equal line B of year 2005). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-11. **Transfers to related firms.**--If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-12. **Purchases.**--Other than direct imports, has your firm otherwise purchased frozen warmwater shrimp since January 1, 2005? (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	Calendar years					January-September	
	2005	2006	2007	2008	2009	2009	2010
PURCHASES FROM U.S. IMPORTERS¹ OF FROZEN WARMWATER SHRIMP FROM.—							
BRAZIL:							
<i>quantity</i>							
<i>value</i>							
CHINA:²							
<i>quantity</i>							
<i>Value</i>							
INDIA:							
<i>quantity</i>							
<i>value</i>							
THAILAND:³							
<i>quantity</i>							
<i>value</i>							
VIETNAM:							
<i>quantity</i>							
<i>value</i>							
All Other Countries:							
<i>quantity</i>							
<i>value</i>							
PURCHASES FROM DOMESTIC PRODUCERS:⁴							
<i>quantity</i>							
<i>value</i>							
PURCHASES FROM OTHER SOURCES:							
<i>quantity</i>							
<i>Value</i>							
<p>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.</p> <p>_____</p> <p>_____</p> <p>² Please exclude product exported by Zhanjiang Guolian Aquatic Products Co., Ltd.</p> <p>³ Please exclude product exported by the following firms made on or after January 16, 2009: Rubicon Group (including Andaman Seafood Co., Ltd.; Chanthaburi Frozen Food Co., Ltd.; Chanthaburi Seafoods Co., Ltd.; Intersia Foods Co., Ltd.; Phatthana Frozen Food Co., Ltd.; Phatthana Seafood Co., Ltd.; S.C.C. Frozen Seafood Co., Ltd.; Sea Wealth Frozen Food Co.; Thailand Fishery Cold Storage Public Co., Ltd.; Thai International Seafoods Co., Ltd.; and Wales & Co. Universe Limited) and Thai I-Mei Frozen Foods Co..</p> <p>⁴ Please list the name of the domestic producer(s) from which you purchased this product.</p> <p>_____</p> <p>_____</p>							

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

II-15. 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-16. 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-17. For calendar year 2009, provide the share (in percent) of your purchases of frozen warmwater shrimp that were: farmed _____, wild caught _____.

II-18. **Direct imports**--Since January 1, 2005, has your firm imported frozen warmwater shrimp?

No

Yes--**COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

For questions II-19 and II-20, if your response differs for particular orders, please indicate and explain the particular effect of imposition and/or revocation of specific orders.

II-19. **Effect of order**--Describe the significance of the existing 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, 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-20. **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 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.

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

II-21. Settlement agreements.--

(a) Has your firm, any affiliate of your firm, any representative of your firm, or any group to which your firm belongs ever received payments, directly or indirectly, from any producer/exporter or U.S. importer of frozen warmwater shrimp from Brazil, China, India, Thailand, or Vietnam, in connection with an agreement to withdraw a request to initiate, or avoid a request to initiate, an administrative review by the Department of Commerce of imports frozen warmwater shrimp subject to the antidumping duties?

- No Yes-- Report separately (1) any such payments received, either directly or indirectly, from suppliers, (2) any such payments received, either directly or indirectly, from non-suppliers in connection with the settlement of an administrative review request, and (3) provide a copy of the agreement.

(Value in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
Suppliers (Brazilian producers/exporters, importers from Brazil, and/or other entities).						
<i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) ¹						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
Suppliers (Chinese producers/exporters, importers from China, and/or other entities).						
<i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) ²						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
Suppliers (Indian producers/exporters, importers from India, and/or other entities).						
<i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) ³						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
Suppliers (Thai producers/exporters, importers from Thailand, and/or other entities).						
<i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) ⁴						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						

Table continued on next page.

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

II-21. Settlement agreements--Continued

(Value in \$1,000)						
Item	2005	2006	2007	2008	2009	2010
Suppliers (Vietnamese producers/exporters, importers from Vietnam, and/or other entities).						
<i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) ⁵						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
Suppliers (Other producers/exporters, and/or other entities).						
<i>Please list all firms/entities; use additional pages if necessary.</i>						
Firm/entity: _____						
Rate (percent) ⁶						
Firm/entity: _____						
Rate (percent)						
Firm/entity: _____						
Rate (percent)						
¹ If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____						
² If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____						
³ If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____						
⁴ If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____						
⁵ If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____						
⁶ If the settlement you received was not based on a percentage of the value of imports, please indicate on what basis the settlement amounts were calculated: _____						

(b) Please provide details on any form of consideration received other than payment of money, including an exclusive preferred supply arrangement.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, justin.jee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

() _____
Phone number & Fax number E-mail address

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the period examined, explain below:

- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include frozen warmwater shrimp:

- 2. Does your firm prepare profit/loss statements for the frozen warmwater shrimp:
 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 frozen warmwater shrimp, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced frozen warmwater shrimp, and provide the share of net sales accounted for by these other products in 2009 or your most recent fiscal year:

<u>Products</u>	<u>Share of sales</u>
_____	_____
_____	_____
_____	_____

III-6. In the space below and as it relates to your operations on frozen warmwater shrimp, please list total damage claims related to the **Gulf oil spill** and total amount actually received as compensation, respectively, during the interim 2010 period.

- A. Total claim for damages (interim 2010) relating to **Gulf oil spill**: _____
- B. Total compensation received for damages (interim 2010) relating to **Gulf oil spill**: _____
- C. Where these payments were recorded in your actual accounting books/records in the normal course of business, and where you have reported the amounts in question III-9 for this submission.

III-7. **Settlement funds received.**—If your firm received any payment pursuant to a settlement agreement with any importers, exporters, foreign producers, or any other entities during the period of review, please indicate the amount (in thousands of dollars), where these payments were recorded in your actual accounting books/records in the normal course of business, and where you have reported the amounts in question III-9 for this submission.

Did your firm receive any payments pursuant to settlement agreements during the period of review?

- No —Skip to question III-8 Yes—Please complete the table below.

Item	Fiscal years ended--					
	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
Settlement funds received (\$1,000)						
Settlement funds received						
Specific account where funds are recorded in your books						
Specific accounts where funds are reported in question III-9						

PART III.--FINANCIAL INFORMATION--Continued

III-8. Was your firm involved in a toll agreement (either as the toller or as the tollee) in the production of frozen warmwater shrimp?

Yes No

Was your firm the Toller _____ or Tollee _____ (please check mark)

Identify the name of the company your firm was engaged in a toll agreement with, the contact person and phone number at that firm, a description of the toll work performed under the toll agreement, and the volume and value of the toll work for full-year 2005 for 2009 and for the specified interim periods. Alternatively, report the five most recently completed fiscal years in chronological order from left to right and the specified interim periods.

Company name: _____

Contact and phone number: _____

Description of work performed: _____

Item	Calendar year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Volume (1,000 pounds)							
Value (\$1,000)							

PART III.--FINANCIAL INFORMATION--Continued

III-9. Operations on frozen warmwater shrimp.--Report the revenue and related cost information requested below on the frozen warmwater shrimp operations of your U.S. establishment(s).¹ Do not report resales of products. 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 financial results for full-years 2005 through 2009 and for the specified interim periods. Alternatively, report the five most recently completed fiscal years in chronological order from left to right and the specified interim periods.

Quantity (in 1,000 pounds) and value (in \$1,000)							
Item	Fiscal year					January-September	
	2005	2006	2007	2008	2009	2009	2010
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							
Raw materials:							
Shrimp and prawns							
Procured domestically							
Imported							
Other raw materials							
Direct labor							
Other factory costs							
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							
CDSOA 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 list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below.
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.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of frozen warmwater shrimp. 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 a method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Provide the requested information for full-years 2005 through 2009. Alternatively, report the five most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)					
Item	Fiscal year				
	2005	2006	2007	2008	2009
Assets associated with the production, warehousing, and sale of product:					
1. Current assets:					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories					
D. Other current assets					
E. Total current assets (lines 1.A. through 1.D.)					
2. Non-current assets:					
A. Original cost of property, plant, and equipment ("PPE")					
B. Less: Accumulated depreciation					
C. Equals: Net book value of PPE					
D. Other non-current assets					
E. Total non-current assets (lines 2.C.+2.D)					
3. Total assets (lines 1.E and 2.E)					

III-11. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on frozen warmwater shrimp. Provide the requested information for full-years 2005 through 2009 and for the specified interim periods. Alternatively, report the five most recently completed fiscal years in chronological order from left to right and the specified interim periods.

Value (in \$1,000)							
Item	Fiscal year					January-September	
	2005	2006	2007	2008	2009	2009	2010
Capital expenditures							
Research and development expenditures							

PART IV.--PRICING AND MARKET FACTORS

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

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

Name and title: _____

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

E-mail: _____ Telephone: () _____

Fax: () _____

PRICE DATA

This section requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products produced by your firm.

Product 1.--Frozen, raw warmwater shrimp or prawns, all species, 71 to 90 count, headless, peeled (whether or not deveined), tail-off, block frozen (cut or not cut).

Product 2.--Frozen, raw warmwater shrimp or prawns, all species, 41 to 50 count, P&D (peeled and deveined), tail-off, block frozen (cut or not cut).

Product 3.--Frozen, raw warmwater shrimp or prawns, all species, 31 to 40 count, headless, shell-on, block frozen.

Product 4.--Frozen, raw warmwater shrimp or prawns, all species, 26 to 30 count, headless, shell-on, block frozen.

Product 5.--Frozen, raw warmwater shrimp or prawns, all species, 10 to 15 count, headless, shell-on, block frozen.

Product 6.--Frozen, cooked warmwater shrimp or prawns, all species, 51 to 60 finished count, headless, shell-on, IQF.

Product 7.--Frozen, cooked warmwater shrimp or prawns, all species, 26 to 30 count, P&D (peeled and deveined), headless, tail-on or tail-off, IQF.

Product 8.--Frozen, raw warmwater shrimp or prawns, all species, 16 to 20 count, headless, EZ-peel, deveined, tail-on, IQF.

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.

Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity (lbs)	Value (dollars)	Quantity (lbs)	Value (dollars)	Quantity (lbs)	Value (dollars)	Quantity (lbs)	Value (dollars)
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								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								

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: _____
 Product 3: _____
 Product 4: _____

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

IV-2. **Pricing data.--Continued**

Period of shipment	Product 5		Product 6		Product 7		Product 8	
	Quantity (lbs)	Value (dollars)	Quantity (lbs)	Value (dollars)	Quantity (lbs)	Value (dollars)	Quantity (lbs)	Value (dollars)
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								
2009:								
January-March								
April-June								
July-September								
October-December								
2010:								
January-March								
April-June								
July-September								

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 5: _____

Product 6: _____

Product 7: _____

Product 8: _____

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

IV-3. **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: _____

IV-4. **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: _____
- _____
- _____

IV-5. **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

IV-6. **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	_____

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 frozen warmwater shrimp?

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

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

- (a) What is the approximate percentage of the total delivered cost of frozen warmwater shrimp 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 processing facility (provide the percentages)? _____ percent.
Within 101 to 1,000 miles? _____ percent.
Over 1,000 miles? _____ percent.

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

IV-11. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's frozen warmwater shrimp? (check all that apply)

Geographic area	√ if applicable
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.	<input type="checkbox"/>
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.	<input type="checkbox"/>
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.	<input type="checkbox"/>
Central Southwest. --AR, LA, OK, and TX.	<input type="checkbox"/>
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.	<input type="checkbox"/>
Pacific Coast. --CA, OR, and WA.	<input type="checkbox"/>
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.	<input type="checkbox"/>

IV-12. **Final product.**—Do you further process frozen warmwater shrimp into products such as breaded shrimp or shrimp in prepared meals? If so, identify the further processed products and indicated the percentage of the total cost is accounted for by frozen warmwater shrimp?

<u>Product</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

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

IV-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/>

IV-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.

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

No Yes--Please describe.

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

IV-16. Changes in factors affecting supply.

- (a) Have any changes other than **the Gulf Oil Spill** occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; processing capacity and/or methods of processing; technology; export markets; or alternative processing opportunities) that affected the availability of U.S.-produced frozen warmwater shrimp in the U.S. market since January 1, 2005?

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.

- (b) Has **the Gulf Oil Spill** affected your supply?

No Yes--Please describe how the oil spill affected your supply and when do you expect that supply will come back to pre-oil spill levels.

IV-17. Availability of supply (U.S.-produced).--

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

Increase No change Decrease

- (b) If you anticipate changes in supply, please explain.

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

IV-18. Regulations.--

(a) Please describe the effect that regulations (e.g. USDA, etc.) have on your ability to supply frozen warmwater shrimp. To your knowledge, does imported shrimp meet the same regulations?

(b) Please describe any regulations in other countries that affect the U.S. market for frozen warmwater shrimp.

IV-19. Competition.--

(a) Does frozen warmwater shrimp in a particular form (e.g., headless tail-on, headless tail-off, PUD, etc.) compete with frozen warmwater shrimp in a different form?

No Yes--Please explain.

(b) Does wild-caught frozen warmwater shrimp compete with farm-raised shrimp?

Never Sometimes Usually Always

If you answered other than "always," please describe the differences between wild-caught and farm-raised frozen warmwater shrimp that are relevant in competition between them, and explain how such differences affect taste, physical characteristics, quality, price, and/or availability.

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

IV-19. **Competition.--Continued**

(c) Has your firm participated in the Wild American Shrimp (WAS) Program?

No Yes

Please describe the benefits you have received under this program, including the amount of any price premium per pound that you have received for WAS-certified shrimp as compared to non-WAS-certified shrimp that you sell. If no, describe why you have not participated.

IV-20. **Product changes.--**Have there been any significant changes in the product range or marketing (including sales over the internet) of frozen warmwater shrimp since January 1, 2005?

No Yes--Please describe and quantify if possible.

IV-21. **Anticipated product changes.--**Do you anticipate any changes in terms of the product range or marketing (including sales over the internet) of frozen warmwater shrimp in the future?

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

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

IV-22. **Demand trends.--**

- (a) How has the demand within the United States for frozen warmwater shrimp changed since January 1, 2005? What principal factors other than **the Gulf Oil Spill** affect changes in demand?

Increased No Change Decreased Fluctuated

- (b) Has **the Gulf Oil Spill** affected demand for frozen warmwater shrimp?

No Yes--Please describe how the oil spill affected your demand and when do you expect that demand will come back to pre-oil spill levels.

- (c) Has **the Gulf Oil Spill** affected customer preference for U.S. harvested product?

No Yes--Please describe how the oil spill affected customer preference for U.S. harvested product and when do you expect it will come back to pre-oil spill levels.

- (d) How has the demand outside the United States (if known) for frozen warmwater shrimp changed since January 1, 2005? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

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

IV-23. Anticipated demand trends.--

(a) How do you anticipate demand will change within the United States for frozen warmwater shrimp in the future? What principal factors will affect these changes in demand?

- Increase No Change Decrease Fluctuate

(b) How do you anticipate demand will change outside the United States for frozen warmwater shrimp to in the future? What principal factors will affect these changes in demand?

- Increase No Change Decrease Fluctuate

IV-24. Seasonality.--

(a) Is there any seasonality in the supply of frozen warmwater shrimp available in the United States, or is it available year-round at the same levels? Please describe.

- No Yes-- Please describe below.

(b) If yes, please describe any seasonal changes in your ability to supply frozen warmwater shrimp.

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

IV-25. **Price comparisons.**--Please compare market prices of frozen warmwater shrimp 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. **Interchangeability.**--Is frozen warmwater shrimp 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	Brazil	China ²	India	Thailand ³	Vietnam	Other countries
United States						
Brazil						
China						
India						
Thailand						
Vietnam						

¹ For any country-pair producing frozen warmwater shrimp which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use.

² Excluding product exported by Zhaijing Guolian Aquatic Products Co., Ltd..

³ Excluding product exported by the Rubicon Group (including Andaman Seafood Co., Ltd.; Chanthaburi Frozen Food Co., Ltd.; Chanthaburi Seafoods Co., Ltd.; Intersia Foods Co., Ltd.; Phatthana Seafood Co., Ltd.; Phatthana Frozen Food Co., Ltd.; S.C.C. Frozen Seafood Co., Ltd.; Sea Wealth Frozen Food Co.; Thailand Fishery Cold Storage Public Co., Ltd.; Thai International Seafoods Co., Ltd.; and Wales & Co. Universe Limited) and Thai I-Mei Frozen Foods Co.
