

U.S. PURCHASERS' QUESTIONNAIRE

**CERTAIN FROZEN OR CANNED FROZEN WARMWATER SHRIMP AND PRAWNS 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 antidumping investigations concerning certain frozen or canned frozen warmwater shrimp and prawns from Brazil, China, India, Thailand, and Vietnam (invs. nos. 731-TA-1063-1068 (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)). Further information on this questionnaire can be obtained from Ioana Mic (202-205-3196, ioana.mic@usitc.gov).**

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

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

By means of this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury proceedings or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and proceedings relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

| | | |
|--------------------------------------|---------------------------------------|-------------------------|
| _____ Name of Authorized Official | _____ Title of Authorized Official | _____ Date |
| _____ Signature | _____ Phone: () | _____ E-mail address |
| | _____ Fax () | |

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 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> |
|------------------|----------------|----------------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |

I-4. **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 and/or Vietnam into the United States or which are engaged in exporting frozen warmwater shrimp from Brazil, China, India, Thailand and/or Vietnam to the United States?

No Yes--List the following information.

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

PART I.--GENERAL INFORMATION--Continued

I-5. **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 and/or Vietnam** into the United States or which are engaged in exporting frozen warmwater shrimp from countries other than Brazil, China, India, Thailand and/or 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 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-7. **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.--PURCHASES

Please identify the individual to be contacted regarding the confidential information requested in parts II to IV.

Name and title: _____

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

E-mail: _____ Telephone: () _____

Fax: () _____

II-1. **Purchases.--**Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of frozen warmwater shrimp. Report based on delivery date, not order date.

| Quantity (in pounds) and value (in \$1,000) | | | | | | |
|---|------|------|------|------|------|---------------|
| Item | 2005 | 2006 | 2007 | 2008 | 2009 | Jan-Sept 2010 |
| Purchases of frozen warmwater shrimp produced in-- | | | | | | |
| The United States: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| Brazil: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| China:¹ | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| India: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| Thailand:² | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| Vietnam: | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |
| All other sources:³ | | | | | | |
| Quantity | | | | | | |
| Value | | | | | | |

¹ Excluding product exported by Zhaijing Guolian Aquatic Products Co., Ltd.

² Excluding product exported on or after January 16, 2009 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.

³ Please identify these sources (specify countries and/or nonsubject exporters):

PART II.--PURCHASES--Continued

II-2. Purchases before and after order.--

(a) Did your firm purchase frozen warmwater shrimp from Brazil, China, India, Thailand and/or Vietnam before 2005?

No--skip to (c) Yes (_____)

(b) If yes, has your pattern of purchasing frozen warmwater shrimp from Brazil, China, India, Thailand and/or Vietnam changed since 2005?

- No, our pattern of purchasing is essentially unchanged.
 - Yes, we discontinued purchases from (_____) because of the order.
 - Yes, we reduced purchases from (_____) because of the order.
 - Yes, but we changed the pattern of purchases from (_____) for reasons other than the order (please explain below).
-
-

(c) Has your pattern of purchasing frozen warmwater shrimp from nonsubject foreign sources (i.e., countries other than Brazil, China, India, Thailand and/or Vietnam) changed since 2005.

- We did not purchase from nonsubject foreign sources before or after the order.
 - No, our pattern of purchasing is essentially unchanged.
 - Yes, we increased purchases from nonsubject countries because of the order. (_____)
 - Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).
-
-

(d) Has your pattern of purchasing frozen warmwater shrimp from Thailand changed as a result of the antidumping duty order being revoked as to certain companies effective January 16, 2009?

- We did not purchase from these sources before or after the order was revoked with respect to them.
 - No, our purchasing patterns did not change.
 - Yes, we increased purchases from (_____) as a result of the partial revocation.
 - Yes, but we changed the pattern of purchases from (_____) for reasons other than the partial revocation (please explain below).
-
-

PART II.--PURCHASES--Continued

II-3. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of frozen warmwater shrimp from different sources (both domestic and foreign) have changed since 2005 (**the year the antidumping duty orders under review became effective**).

| Source of purchases | Trend | Explanation for trend |
|----------------------------|--|------------------------------|
| The United States | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Brazil | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| China | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| India | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| Vietnam | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |
| All other countries | <input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated | <hr/> <hr/> |

PART II.--PURCHASES--Continued

II-4. **Purchases from one country only**.--If your firm has purchased frozen warmwater shrimp from only one country, please explain the reasons for doing so.

II-5. **Supplier identification**.--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for frozen warmwater shrimp since 2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of frozen warmwater shrimp that each of these customers accounted for in 2009.

| No. | Supplier's name | Street address (<u>not</u> P.O. box), city, state, and zip code | Contact person | Telephone number or e-mail address | Share of 2009 purchases (%) |
|-----|-----------------|--|----------------|------------------------------------|-----------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of frozen warmwater shrimp (check all that apply)?

- Broader, marinater, and/ or skewerer
- Restaurant or restaurant chain
- Grocery or grocery chain
- Distributor
- Processor of prepared meals or other food preparation
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of frozen warmwater shrimp, do you compete for sales to your customers with the manufacturers or importers from which you purchase frozen warmwater shrimp?

- No Yes--Please describe

III-3. **Types of customers.**--If your firm is a distributor or reseller of frozen warmwater shrimp, what are the major types of consumers to which you sell frozen warmwater shrimp?

III-4. **End uses.**--If your firm is an end user of frozen warmwater shrimp, list in order of quantity of frozen warmwater shrimp consumed, the top 3 products for which your firm purchases frozen warmwater shrimp as a component part or input. Please indicate what percentage of the total cost is accounted for by frozen warmwater shrimp (and NOTE: this percentage should not add to 100 percent).

| Product(s) you produce | Share of cost accounted for by frozen warmwater shrimp (percent) |
|-------------------------------|---|
| 1. | |
| 2. | |
| 3. | |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. Demand for end use products.--

(a) If your firm is an end user of frozen warmwater shrimp, has the demand for your firm's final products incorporating frozen warmwater shrimp changed since 2005?

- Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for frozen warmwater shrimp?

- No Yes--Please describe.

III-6. Substitutes.--Can other products be substituted for frozen warmwater shrimp?

- No Yes--Please fill out the table below.

| Substitute product | Description of applications or end uses | 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-- 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/> |

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-7. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for frozen warmwater shrimp since 2005?

No Yes--Please explain.

III-8. **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.

III-9. **Demand trends.**--

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

Increased Decreased Fluctuated No change

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

No Yes--Please describe how the oil spill affected your demand and how long these effects will likely persist.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-9. Demand trends.—Continued.

- (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 2005? What principal factors affect changes in demand?
- Increased Decreased Fluctuated No change

III-10. 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 that will affect these changes in demand?
- Increase Decrease Fluctuate No change

- (b) How do you anticipate demand will change outside the United States for frozen warmwater shrimp to in the future? What principal factors that will affect these changes in demand?
- Increase Decrease Fluctuate No change

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-11. **Market studies.**--Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss frozen warmwater shrimp supply (including processing capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, China, India, Thailand and/or Vietnam, and (3) the world as a whole. Of particular interest is such data from 2005 to the present and forecasts for the future.

III-12 **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 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 purchase volumes and prices.

(b) Has **the Gulf Oil Spill** affected the availability of U.S.-produced frozen warmwater shrimp?

No Yes--Please note the time period and the impact that the oil spill had on your purchase volumes and prices.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-13. **Seasonality.** Is there any seasonality in the supply of frozen warmwater shrimp available from the following sources, or is it available year-round at the same levels? Please describe.

United States:

Brazil:

China:

India:

Thailand:

Vietnam:

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-14. Price factors for frozen warmwater shrimp.

(a) Do changes in the price of frozen shrimp in blocks affect the price of IQF (individually quick frozen) shrimp, and vice versa?

- Always Usually Sometimes Never

Please explain whether you could or do purchase block frozen or IQF frozen shrimp for the same end uses.

(b) Do changes in the price of peeled frozen shrimp affect the price of shell-on headless frozen shrimp, and vice versa?

- Always Usually Sometimes Never

Please explain whether you could or do purchase peeled and shell-on headless frozen shrimp for the same end uses.

(c) Do changes in the price of frozen wild-caught shrimp affect the price of frozen farm-raised shrimp, and vice versa?

- Always Usually Sometimes Never

Please explain whether you could or do purchase wild-caught or farm-raised shrimp for the same end uses .

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-14. Price factors for frozen warmwater shrimp.--Continued.

(d) Do changes in the price of frozen shrimp of one species affect the price of frozen shrimp of another species, and vice versa?

- Always Usually Sometimes Never

Please explain whether you could or do purchase shrimp of different species for the same end uses.

(e) Do changes in the price of frozen shrimp of one size count affect the price of other sizes of frozen shrimp, and vice versa?

- Always Usually Sometimes Never

Please explain whether you could or do purchase shrimp of different counts for the same end uses.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-15. **Decisions based on processor.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving frozen warmwater shrimp based on the processor of the frozen warmwater shrimp you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the processor and why this information is important.

Your firm: _____

Your customers: _____

III-16. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving frozen warmwater shrimp based on the country of origin of the frozen warmwater shrimp you purchase?

Your firm: Always Usually Sometimes Never
Your customers: Always Usually Sometimes Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-17. Purchasing frequency.--

(a) How frequently do you make purchases?

- Daily Weekly Monthly Quarterly Annually
 Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-18. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? _____ firms

III-19. Supplier negotiations.--

(a) Do purchases of frozen warmwater shrimp usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

III-20. Change in suppliers.--Have you changed suppliers since 2005?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-21. New suppliers.--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No Yes--Please identify the firms and indicate how you became aware of them.

(b) Do you expect new frozen warmwater shrimp suppliers to enter the U.S. market in the future?

- No Yes--Please provide details, noting the specific future time period in your response.

III-22. Supplier approval

(a) Do you require your suppliers to satisfy an approval process with respect to the quality, appearance, size, consistency, or other characteristic of the frozen warmwater shrimp they sell to your firm?

- No Yes-- _____ percent of value of purchases in 2009 Yes--all purchases

(b) Please provide a general description of the approval process. Briefly describe the factors that you consider when approving a new supplier (e.g., quality of product, reliability of supplier, etc.).

(c) How long does it take to qualify a new supplier? _____ days.

III-23. Failure to approve.--Since 2005, have any domestic or foreign processors failed in their attempts to have their frozen warmwater shrimp approved by your firm or have any processors lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the approval process.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-24. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for frozen warmwater shrimp.

| | Very important | Somewhat important | Not important |
|---|---------------------------|-------------------------------|--------------------------|
| Availability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Consistency from one shipment to another | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery terms | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Delivery time | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Discounts offered | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Extension of credit..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Price | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Minimum qty requirements..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Product range..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Proper cutting, handling, and packing techniques..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality meets your firm's standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Quality exceeds your firm's standards | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Reliability of supply | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Taste/flavor profile..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Technical support/service | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| U.S. transportation costs..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Other (specify): | | | |
| _____ | <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 III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-25. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase frozen warmwater shrimp for any one order (examples availability, extension of credit, prearranged contracts, price, quality meeting your firm's standards, quality exceeding your firm's standards, range of supplier's product line, traditional supplier, consistency from one shipment to another, proper cutting and handling, packing, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-26. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of frozen warmwater shrimp?

III-27. **Frequency of decisions based on price.**--How often does your firm purchase the frozen warmwater shrimp that is offered at the lowest price?

- Always Usually Sometimes Never

III-28. **Price leaders.**--Please list the names of any firms you considered price leaders in the frozen warmwater shrimp market since 2005. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type. Please describe how the firm(s) exhibited price leadership.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-29. Changes in U.S. industry.--

- (a) Please identify and discuss any improvements/changes in the U.S. frozen warmwater shrimp industry since 2005 and explain the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. frozen warmwater shrimp industry. Identify the time period and causes for these improvements/changes.

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-30. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the **antidumping duty orders** for imports of frozen warmwater shrimp from Brazil, China, India, Thailand and Vietnam? As appropriate, please discuss any potential effects of revocation of any of these **antidumping duty orders** on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary. Please indicate if your response differs for particular orders.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.--FROZEN WARMWATER SHRIMP COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for frozen warmwater shrimp for which your firm has actual marketing/pricing knowledge.

- United States**
- Brazil**
- China** (excluding product exported by Zhaijing Guolian Aquatic Products Co., Ltd.)
- India**
- Thailand** (excluding product exported on or after January 16, 2009 by the Rubicon Group and Thai I-Mei Frozen Foods Co.)
- Vietnam**
- Other countries/suppliers** (Please specify _____)

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-4. **Availability of merchandise.**--Are certain types/sizes of frozen warmwater shrimp available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No Yes--Please identify the source and the grade/type/size.

IV-5. **Choice of product not based on price.**--If you purchased frozen warmwater shrimp from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how frozen warmwater shrimp produced in each country you identified in your response to the first question in Part IV compares with frozen warmwater shrimp produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

| Quality | product from | | | product from | | | product from | | |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | compared to product from | | | compared to product from | | | compared to product from | | |
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <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"/> |
| Consistency from one shipment to another | <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"/> |
| Delivery terms | <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"/> |
| Delivery time | <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"/> |
| Discounts offered | <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"/> |
| Extension of credit..... | <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"/> |
| Price ¹ | <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"/> |
| Minimum quantity requirements..... | <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"/> |
| Packaging | <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"/> |
| Product range..... | <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"/> |
| Proper cutting, handling, and packing techniques..... | <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"/> |
| Quality meets your firm's standards..... | <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"/> |
| Quality exceeds your firm's standards.... | <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"/> |
| Reliability of supply | <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"/> |
| Taste/flavor profile..... | <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"/> |
| Technical support/service | <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"/> |
| U.S. transportation costs ¹ | <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"/> |
| Other (specify): | | | | | | | | | |
| _____ | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-6. Continued.

| Quality | product from | | | product from | | | product from | | |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | compared to product from | | | compared to product from | | | compared to product from | | |
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <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"/> |
| Consistency from one shipment to another | <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"/> |
| Delivery terms | <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"/> |
| Delivery time | <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"/> |
| Discounts offered | <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"/> |
| Extension of credit..... | <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"/> |
| Price ¹ | <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"/> |
| Minimum quantity requirements | <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"/> |
| Packaging | <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"/> |
| Product range..... | <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"/> |
| Proper cutting, handling, and packing techniques..... | <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"/> |
| Quality meets your firm's standards..... | <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"/> |
| Quality exceeds your firm's standards.... | <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"/> |
| Reliability of supply | <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"/> |
| Taste/flavor profile..... | <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"/> |
| Technical support/service | <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"/> |
| U.S. transportation costs ¹ | <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"/> |
| Other (specify): | | | | | | | | | |
| _____ | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-6. Continued.

| Quality | product from ----- compared to product from | | | product from ----- compared to product from | | | product from ----- compared to product from | | |
|---|--|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <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"/> |
| Consistency from one shipment to another | <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"/> |
| Delivery terms | <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"/> |
| Delivery time | <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"/> |
| Discounts offered | <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"/> |
| Extension of credit..... | <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"/> |
| Price ¹ | <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"/> |
| Minimum quantity requirements..... | <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"/> |
| Packaging | <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"/> |
| Product range..... | <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"/> |
| Proper cutting, handling, and packing techniques..... | <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"/> |
| Quality meets your firm's standards..... | <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"/> |
| Quality exceeds your firm's standards.... | <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"/> |
| Reliability of supply | <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"/> |
| Taste/flavor profile..... | <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"/> |
| Technical support/service | <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"/> |
| U.S. transportation costs ¹ | <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"/> |
| Other (specify): | | | | | | | | | |
| _____ | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-6. Continued.

| Quality | product from ----- compared to product from | | | product from ----- compared to product from | | | product from ----- compared to product from | | |
|---|--|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <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"/> |
| Consistency from one shipment to another | <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"/> |
| Delivery terms | <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"/> |
| Delivery time | <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"/> |
| Discounts offered | <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"/> |
| Extension of credit..... | <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"/> |
| Price ¹ | <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"/> |
| Minimum quantity requirements..... | <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"/> |
| Packaging | <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"/> |
| Product range..... | <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"/> |
| Proper cutting, handling, and packing techniques..... | <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"/> |
| Quality meets your firm's standards..... | <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"/> |
| Quality exceeds your firm's standards.... | <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"/> |
| Reliability of supply | <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"/> |
| Taste/flavor profile..... | <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"/> |
| Technical support/service | <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"/> |
| U.S. transportation costs ¹ | <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"/> |
| Other (specify): | | | | | | | | | |
| _____ | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-6. Continued.

| Quality | product from ----- compared to product from | | | product from ----- compared to product from | | | product from ----- compared to product from | | |
|---|--|--------------------------|--------------------------|--|--------------------------|--------------------------|--|--------------------------|--------------------------|
| | Superior | Comparable | Inferior | Superior | Comparable | Inferior | Superior | Comparable | Inferior |
| Availability | <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"/> |
| Consistency from one shipment to another | <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"/> |
| Delivery terms | <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"/> |
| Delivery time | <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"/> |
| Discounts offered | <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"/> |
| Extension of credit..... | <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"/> |
| Price ¹ | <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"/> |
| Minimum quantity requirements..... | <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"/> |
| Packaging | <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"/> |
| Product range..... | <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"/> |
| Proper cutting, handling, and packing techniques..... | <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"/> |
| Quality meets your firm's standards..... | <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"/> |
| Quality exceeds your firm's standards.... | <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"/> |
| Reliability of supply | <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"/> |
| Taste/flavor profile..... | <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"/> |
| Technical support/service | <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"/> |
| U.S. transportation costs ¹ | <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"/> |
| Other (specify): | | | | | | | | | |
| _____ | <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"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- FROZEN WARMWATER SHRIMP COMPARISONS--Continued

IV-8. Change in price.--

Since 2005, has there been a change in the price of frozen warmwater shrimp? If so, has the price of U.S.-produced frozen warmwater shrimp changed more or less than the price of imported frozen warmwater shrimp from Brazil, China, India, Thailand and/or Vietnam?

No change in price

Prices have changed by the same amount

Price of U.S.-produced frozen warmwater shrimp has changed relative to the price of frozen warmwater shrimp from Brazil, China, India, Thailand and/or Vietnam? If the price of U.S.-produced frozen warmwater shrimp has changed relative to the price of frozen warmwater shrimp from Brazil, China, India, Thailand and/or Vietnam, the price of U.S.-produced frozen warmwater shrimp is now relatively:

Subject Country

Relative U.S. price

- | | | |
|---|---------------------------------|--------------------------------|
| <input type="checkbox"/> Brazil ----- | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| <input type="checkbox"/> China ----- | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| <input type="checkbox"/> India ----- | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| <input type="checkbox"/> Thailand ----- | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |
| <input type="checkbox"/> Vietnam ----- | <input type="checkbox"/> Higher | <input type="checkbox"/> Lower |