U.S. PURCHASERS' QUESTIONNAIRE

FROZEN WARMWATER SHRIMP FROM CHINA, ECUADOR, INDIA, INDONESIA, MALAYSIA, THAILAND, AND VIETNAM

This questionnaire must be received by the Commission by no later than June 28, 2013

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 countervailing duty investigation(s) concerning frozen warmwater shrimp from China, Ecuador, India, Indonesia, Malaysia, Thailand, and Vietnam (Inv. Nos. 701-TA-491-497 (Final)). 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 Amelia Preece (202-205-3250, amelial.preece@usitc.gov).

Name of firm	l			
Address				
City		State		Zip Code
World Wide	Web address			
	ourchased frozen warmw reign) at any time since J		in th	he instruction booklet) from <u>any</u> source
□NO	(Sign the certification below	w and promptly return on	ly this	is page of the questionnaire to the Commission)
☐ YES	(Read the instruction bookl questionnaire to the Comm			s of the questionnaire, and return the entire the date indicated above)
				le Commission <i>Drop Box</i> by clicking (use the following PIN: SHRM)
		CERTIFICATI	ON	Ī
lief and understan	l that the information su	abmitted is subject to at	ıdit a	ire is complete and correct to the best of my kn and verification by the Commission.
ation provided in		hroughout this proceed		and its employees and contract personnel, to g in any other import-injury proceedings cond
ission, its employe ining the records o dings relating to th	es, and contract personi f this proceeding or rela	nel who are acting in tted proceedings for wh ions of the Commissio	the c iich t	and throughout this proceeding may be used capacity of Commission employees, for develonthis information is submitted, or in internal authors and to 5 U.S.C. Appendix 3. I understand
of Authorized Offic	rial Title of A	authorized Official		Date
re				Email address

Signature

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 25 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.

<u>OMB statistics.</u> 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.					
			ho	ours	dollars
questionnaire		sted in any commer larity of specific quove address.	•	•	•
questionnaire	(see page 3 of the	ride the name and a instruction booklet he stock exchange a	for reporting gui	delines). If y	•
Ownership		ed, in whole or in page		irm?	
Firm name		Address			tent of nership

PART I.--GENERAL INFORMATION--Continued

☐ No ☐ YesI	ist the following information.	
Firm name	Address	<u>Affiliation</u>
domestic or foreign, which	are engaged in importing from	your firm have any related firms, e
other than China Ecuador		
China, Ecuador, India, Ind	d in exporting frozen warmwa	ater shrimp from countries other the Vietnam to the United States?
States or which are engage China, Ecuador, India, Ind	d in exporting frozen warmwa onesia, Malaysia, Thailand, on	nter shrimp from countries other th
States or which are engage China, Ecuador, India, Ind No YesI	d in exporting frozen warmwa onesia, Malaysia, Thailand, on ist the following information.	ater shrimp from countries other the Vietnam to the United States?
States or which are engage China, Ecuador, India, Ind No YesI Firm name and country Related producersDoes	ad in exporting frozen warmwa onesia, Malaysia, Thailand, on hist the following information. Address	Affiliation mrms, either domestic or foreign, was a construction of the United States?
States or which are engage China, Ecuador, India, Ind No YesI Firm name and country Related producersDoes are engaged in the product	ad in exporting frozen warmwa onesia, Malaysia, Thailand, on ist the following information. Address S your firm have any related fi	Affiliation mrms, either domestic or foreign, was a construction of the United States?

PART II.--PURCHASES

<u>Contact information.</u>-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in this questionnaire.

Name	
Title	
Email	
Telephone	
Fax	

II-1(a). **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.

Item	2010	2011	2012
	Q	<i>Quantity</i> in 1,000 poo	unds
Purchases of frozen warmwater shrimp produced in The United States			
China			
Ecuador			
India			
Indonesia			
Malaysia			
Thailand			
Vietnam			
All other countries: ¹			
¹ Please identify these countries:	·		

II-1(b). <u>Purchases.--</u>Report, as indicated below, the quantity of your firm's 2012 purchases of frozen warmwater shrimp, by type of product.

The same product will typically be included in multiple sections of this table.						
	U.S. product	Imported from subject countries				
Type of product	Quantity in 1,000 pounds					
Head on						
Headless, shell on						
Peeled						
Raw shrimp						
Cooked shrimp						
Block frozen shrimp						
Individually quick frozen shrimp						
Dusted shrimp						
Shrimp with marinades, spices. or						
sauces						
Shrimp on skewers						

PART II.--PURCHASES--Continued

II-2. <u>Changes in purchasing patterns.</u>—Please indicate how the relative levels of your firm's purchases of frozen warmwater shrimp from different sources have changed in the last three years.

Source of purchases	Did not purchase	Decreased	Increased	Constant	Fluctuated	Explanation for trend
United States						
China						
Ecuador						
India						
Indonesia						
Malaysia						
Thailand						
Vietnam						
All other countries						

PART II.--PURCHASES--Continued

II-3.	Purchases from one country onlyIf your firm has purchased frozen warmwater shrimp from
	only one country, please explain the reasons for doing so.
	·

II-4. **Supplier identification.**--Please list your firm's **FIVE** largest suppliers for frozen warmwater shrimp since 2010. Also, provide the share of the quantity of your firm's total purchases of frozen warmwater shrimp that each of these suppliers accounted for in 2012.

No.	Supplier's name	City and state	Share of quantity of 2012 purchases
1			%
2			%
3			%
4			%
5			%

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1.	<u>Firm type.</u> Which of the following best describes your firm as a purchaser of frozen warmwater shrimp (check all that apply)?					
	 ☐ End user (single restaurant or restaurant chain with fewer than 25 outlets) ☐ End user (restaurant chain with 25 or more outlets) ☐ End user (food processor) ☐ Distributor ☐ Other (Describe:					
III-2.	<u>Competition for sales.</u> If you are a <u>distributor</u> or <u>reseller</u> 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 ☐ YesPlease describe.					
III-3.	<u>Types of customers.</u> If your firm is a <u>distributor</u> or <u>reseller</u> of frozen warmwater shrimp, what are the major types of customers to which you sell frozen warmwater shrimp					
III-4.	End uses. If your firm is an end user of frozen warmwater shrimp, list the top products (for					

III-4. **End uses.**--If your firm is an end user of frozen warmwater shrimp, list the top products (for example, breaded shrimp and prawns, or shrimp and prawns in prepared meals) for which your firm purchases frozen warmwater shrimp as a component part or input. Please indicate what percentage of the <u>total cost</u> is accounted for by frozen warmwater shrimp and other inputs.

	Share of total cost in you produce a			
Product(s) you produce	Frozen warmwater shrimp (percent) Other inputs (per		Total	
Restaurant meals with shrimp	%+	%=	100%	
Frozen breaded shrimp	%+	%=	100%	
	%+	%=	100%	
	%+	%=	100%	
	%+	%=	100%	

111-5	5. <u>Dema</u>	nd for end u	ise 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 2010?					
		☐ Increas	sed No change De	crease	d [Fluctuated	
	(b)	Has this had any effect on your firm's demand for frozen warmwater shrimp?					
		☐ No	YesPlease describ	e.			
III-6	5. <u>Subst</u>	itutesCan	other products be substituted	for fr	ozen v	warmwater shrimp?	
		☐ No	YesPlease fill out	the ta	ble be	low.	
			End use in which this			inges in the prices of this substitute ed the price for frozen warmwater shrimp?	
	Subst	itute	substitute is used	No	Yes	Explanation	
1.							
2.							
3							

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

III-7. <u>Demand trends.</u>-- Indicate how demand within the United States and outside of the United States (if known) for frozen warmwater shrimp has changed since January 1, 2010. Describe the principal factors that have affected these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Within the United States					
Outside the United States					
					a product that is produced in the

III-8.	<u>Importance of purchasing domestic product</u> Is buying a product that is produced in the United States an important factor in your firm's purchases of frozen warmwater shrimp (check ALL that apply)?
	 No YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of frozen warmwater shrimp. YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of frozen warmwater shrimp. YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of frozen warmwater shrimp.

III-9.	Conditi	ions of	compet	ition						
				vater shrimp siness) distin				cycles or cor r shrimp?	nditions of co	mpetition
	□ No (skip to	o questio	n III-10.)	Yes	Plea	se descril	e and then ar	iswer part (b)	
	-			een any char mp since Jan	-		ess cycles	or conditions	of competition	on for
	□ No		☐ Ye	es Please de	escribe.					
III-10.	Econon demand			—Did the eco	onomic reces	sion	beginnin	g in 2008 red	uce your firm	's
	☐ No			YesPlea each year tha			much yo	ur firm's dem	and was redu	ced in
		20	800	2009	2010		2011	2012	2013	
			_ %	%	%		%	%	%	
III-11.	custome	ers ma	ke purch		ons involving			the extent that nwater shrimp	•	•
			Alway	s Usually	Sometim	es	Never	how you determine t	sometimes, ur firm/custo he producer mation is im	mers and why
	Your f	irm								
	Your									

purchase? _____ to ____ firms

III-12.	<u>Decisions based on country-of-origin</u> 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?

			Always	Usually	Sometimes	Never	how yo	sometimes, discuss our firm/customers the source and why rmation is important
	Your	firm						
	Your	mers						
-13.	Purcha	asing fr	equency					
	(a)	How fi	requently d	o you mak	e purchases of f	rozen wai	rmwater shri	mp (check one)?
		Daily	Weekly	Monthly	y Quarterly	Annual	ly Other	If other, specify
	(b)	How m	nuch produ	ct do you t	ypically purchas	se in each	of these ord	lers? pounds
	(c)	Have y	ou contact	ed any sup	pliers that were	unable to	provide you	ır typical sized orders
		□ No			ease list supplie at are not able t			ers) that you know of ed orders.
	(d)	Have y 2010? ☐ No	ou made s		changes in your ease describe.	purchasin	g patterns (e	e.g., frequency) since
1.4	X 7 .				,			contact before makin

III-15.		<u>Supplier negotiations</u> Do you inform potential suppliers of the prices your firm is being offered by other suppliers?							
	□ No	YesPlease describe the nature of the information that you provide to the suppliers that are competing for your firm's business.							
III-16.	Change in suppli	ersHave you changed suppliers since 2010?							
	□ No □	YesPlease list the supplier(s), whether the firm was added or dropped, the reasons for the change, and how frequently you change suppliers.							
III-17.	New suppliersa entered the marke	Are you aware of any new suppliers, either foreign or domestic, that have t since 2010?							
	□ No □	YesPlease identify the firms and indicate how you became aware of them.							

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

III-18. Supplier qualification

(a) Do you require your supplic warmwater shrimp to your firm	ers to be or to become certified or quant	alified to sell frozen
□ No □ Yes	_ percent of purchases in 2011	Yesall purchases
	uppliers to meet the same certification of the standards for wild caught as	
Yes – Please identify these	standards.	
☐ No – Please fill out the foll	owing table.	
Standard for wild caught		
Standard for farmed		
Reason standards differ		
(c) Briefly describe the factors product, reliability of supplier,	s that you consider when qualifying a etc.)	new supplier (e.g., quality of
(d) How long does it take to qu	ualify a new supplier? to	days

III-19.	<u>Failure to certify</u> .—
	(a) Since 2010, have any domestic or foreign producers failed in their attempts to certify or qualify their frozen warmwater shrimp with your firm or have any producers lost their approved status?
	No YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.
	(b) If you rejected all or a portion of a delivery between 2010 and 2012 because it failed to meet your firm's specifications. Please report each supplier whose product(s) you rejected and the reason(s) for each rejection.
III-20.	Gulf Oil Spill.
	(a) Did the Gulf oil spill change your firm's or your customers' perception of shrimp?
	☐ No ☐ YesPlease explain why and how perceptions changed and the type(s) of shrimp for which perceptions changed.
	(b) Did the Gulf oil spill reduce the amount of any type of shrimp your firm (or your customers) wished to purchase or reduce the amount your firm (or your customers) was willing to pay for any type of shrimp?
	YesPlease estimate the size of such price or quantity reductions in amount, which types of shrimp that were affected and how long this change lasted.

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

III-21. <u>Purchasing factors</u>.--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			
Consistency from one shipment to another			
Consistency within shipment			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Freshness			
Minimum qty requirements			
Packaging			
Price			
Processed by hand			
Product consistency			
Product range			
Proper cutting, handling, and packing techniques			
Quality meets your firm's standards			
Quality exceeds your firm's standards			
Reliability of supply			
Sanitary standards			
Size of shrimp			
Species			
Taste/flavor profile			
Technical support/service			
U.S. transportation costs			
Wild caught shrimp			
Other (specify):			

1.	
2.	
3.	
0	ther factors or comments:
_	
	rchases of wild caught vs. farmed.
	rchases of wild caught vs. farmed. Which does your firm prefer (check one)

III-25.	Frequency of decisions based on priceHow often d	loes your f	firm purchase	the frozen
	warmwater shrimp that is offered at the lowest price?			

Always	Usually	Sometimes	Never

II-26. Price leaders. — 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 significant impact on prices. A price leader is not necessarily the lowest priced supplier.													
Please list the names of any firms you considered price leaders in the frozen warmwater shrimp market since 2010. Describe how the firm(s) exhibited price leadership.													
	either upward or downw significant impact on pri Please list the names of a	either upward or downward, that is followed by significant impact on prices. <i>A price leader is n</i> Please list the names of any firms you considere	either upward or downward, that is followed by other firms, or (2) one or significant impact on prices. A price leader is not necessarily the lowest purposes and the significant impact on prices. A price leader is not necessarily the lowest purposes list the names of any firms you considered price leaders in the frozens.										

PART IV.—PRODUCT COMPARISONS

'-1 .					e countries of icing knowled	•	rozen warm	ıwater shri	mp for					
	United !	States	Chi	na	□ F	Ecuador		India						
	☐ Indones	sia	☐ Mal	laysia		Γhailand		Vietnam						
	Other c	ountries ((specify)					
7-2.	and in other	r countrie	es interchang	geable (i.	e., can they p									
	A = F = S = N =	Interchangeability by country-pairIs 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 A, F, S, N, or 0 in the table below: A = the products from a specified country-pair are always interchangeable F = the products are frequently interchangeable S = the products are sometimes interchangeable N = the products are never interchangeable 0 = no familiarity with products from a specified country-pair Country-pair China Ecuador India Indonesia Malaysia Thailand Vietnam Other countries United States												
		China	Ecuador	India	Indonesia	Malaysia	Thailand	Vietnam						
	pair													
	China													
	Ecuador													
	India													
	Indonesia													
	Malaysia													
	Thailand													
	Vietnam													
					varmwater sh tors that limit									

IV-3. <u>Factors other than price.</u>--Are differences other than price (*i.e.*, quality, availability, quantity offering, transportation network, product range, technical support, *etc.*) between frozen warmwater shrimp produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N =such differences are *never* significant

0 = no familiarity with products from a specified country-pair

Country- pair	China	Ecuador	India	Indonesia	Malaysia	Thailand	Vietnam	Other countries
United States								
China								
Ecuador								
India			\times					
Indonesia								
Malaysia								
Thailand								
Vietnam								
factor in yo	our firm's	purchases of	of frozen	other than prion	shrimp, ident	frequently a	are a signi	ficant nd report

PART IV.—PRODUCT COMPARISONS--Continued

both subject and nonsubject foreign countries) from which you or customers prefer to order, and indicate why frozen warmwater shri	
□ No	YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or you customers prefer to order, and indicate why frozen warmwater shrimp from these countries is preferred over product from other countries (please note the specific product in your response).
available from	om only a single country or a limited number of countries (domestic or foreign,
☐ No	YesPlease identify the source and the grade/type/size.
Choice of r	

PART IV.—PRODUCT COMPARISONS -- Continued

IV-7. <u>Factor country comparisons.</u>--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).

	product from United States compared to product from China		United cor	duct fr d State: npared duct fr	s I to	product from United States compared to product from India			
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
techniques									

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.

	United COI	duct fr d State mpared duct fr esia	s d to	United COI	duct fr d State mpared duct fr sia	s I to	United col pro	product from United States compared to product from Thailand		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Consistency from one shipment to another										
Delivery terms										
Delivery time										
Discounts offered										
Extension of credit										
Freshness										
Minimum qty requirements										
Packaging										
Price ¹										
Processed by hand										
Product consistency										
Product range										
Proper cutting, handling, and packing techniques										
Quality meets your firm's standards										
Quality exceeds your firm's standards										
Reliability of supply										
Sanitary standards										
Size of shrimp										
Species										
Taste/flavor profile										
Technical support/service										
U.S. transportation costs ¹										
Wild caught shrimp										

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.—PRODUCT COMPARISONS--Continued

10 7. <u>Commucu.</u>	Unite cor pro	product from United States compared to product from Vietnam			duct f 1 npareduct f	d to	product from China compared to product from India		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
Consistency within shipment									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Freshness									
Minimum qty requirements									
Packaging									
Price ¹									
Processed by hand									
Product consistency									
Product range									
Proper cutting, handling, and packing techniques									
Quality meets your firm's standards									
Quality exceeds your firm's standards									
Reliability of supply									
Sanitary standards									
Size of shrimp									
Species									
Taste/flavor profile									
Technical support/service									
U.S. transportation costs ¹									
Wild caught shrimp									

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.

	China cor pro	product from China compared to product from Indonesia			duct f <u>1</u> npared duct f <u>rsia</u>	d to	product from China compared to product from Thailand		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
Consistency within shipment									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Freshness									
Minimum qty requirements									
Packaging									
Price ¹									
Processed by hand									
Product consistency									
Product range									
Proper cutting, handling, and packing techniques									
Quality meets your firm's standards									
Quality exceeds your firm's standards									
Reliability of supply									
Sanitary standards									
Size of shrimp									
Species									
Taste/flavor profile									
Technical support/service									
U.S. transportation costs ¹									
Wild caught shrimp									

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.

Continueus.	·		_						
	product from China compared to product from Vietnam			COI	duct fi cuado npared duct fi	o <u>r</u> d to	Ecuad cor	npared	d to
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
Proper cutting, handling, and packing techniques									

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.

<u>commucu.</u>	compared to product from			Ecuador cor	npared	d to	Ecua cor pro	product from Ecuador compared to product from Vietnam		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior	
Availability										
Consistency from one shipment to another										
Quality meets your firm's standards Quality exceeds your firm's standards Reliability of supply										

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.

eonunucu:									
	compared to product from			India cor	duct fr mpared duct fr sia	d to	India cor	duct fr mpared duct fr and	d to
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
Product range									
Proper cutting, handling, and packing techniques									
Wild caught shrimp									

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.

Commuea.									
	compared to product from			Indon cor	npared	d to	Indon cor	npared duct fr	d to
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
techniques									

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.

	compared to product from			product from Malaysia compared to product from Thailand			product from Malaysia compared to product from Vietnam		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to								_	
another									
Consistency within shipment									
Delivery terms									
Delivery time									
Discounts offered									
Extension of credit									
Freshness									
Minimum qty requirements									
Packaging									
Price ¹									
Processed by hand									
Product consistency									
Product range									
Proper cutting, handling, and packing techniques									
Quality meets your firm's standards									
Quality exceeds your firm's standards	$\overline{\sqcap}$	\Box	$\overline{\Box}$			$\overline{\sqcap}$	\Box	\Box	$\overline{\Box}$
Reliability of supply	$\overline{\sqcap}$	\Box	\Box		\Box		\Box	\Box	\Box
Sanitary standards	$\overline{\sqcap}$	\Box	$\overline{\Box}$		\Box		\Box	\Box	$\overline{\Box}$
Size of shrimp	$\overline{\sqcap}$	\Box	$\overline{\Box}$		$\overline{\Box}$	$\overline{\sqcap}$	\Box	\Box	$\overline{\Box}$
Species									
Taste/flavor profile	$\overline{\sqcap}$	$\overline{\Box}$	$\overline{\Box}$		$\overline{\sqcap}$	$\overline{\sqcap}$	$ \overline{\sqcap} $	\Box	$\overline{\Box}$
Technical support/service									
U.S. transportation costs ¹	$\bar{\sqcap}$	$\overline{\sqcap}$	$\overline{\sqcap}$		$\bar{\sqcap}$	$\overline{\sqcap}$	$\overline{\Box}$	$\overline{\sqcap}$	$\overline{\Box}$
Wild caught shrimp									

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.

IV-7. Continued.

	product from Thailand compared to product from Vietnam			product from United States compared to product from Nonsubject countries			product from China compared to product from Nonsubject countries		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
techniques									

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.

	product from Ecuador compared to product from Nonsubject countries			product from India compared to product from Nonsubject countries			product from Indonesia compared to product from Nonsubject countries		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to another									
techniques									

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.

	compared to product from Nonsubject			product from Thailand compared to product from Nonsubject countries			product from Vietman compared to product from Nonsubject countries		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability									
Consistency from one shipment to	_	_	_	l	_	_	l	_	_
another			닏	Ⅰ≝	Щ	Ц	IЦ		
Consistency within shipment	닏	Ц		Ⅰ≝	Ц	Ц	▎╚		
Delivery terms		닏		▎႘	片		▍႘		
Delivery time		닏	빌	Ⅰ⊣	Ц	Ц	▎╚		
Discounts offered		\Box	ᆜ		Ц		▎╚		
Extension of credit		\Box	닏	Ⅰ 凵	Ц		▎╚		
Freshness	닏	닏	ᆜ		Ц				
Minimum qty requirements		Ц	Ц		Ц				
Packaging	\sqcup	Ш	Ц	l ∐	Ш	Ш	l⊔		Ш
Price ¹	Ш	Ш		IШ	Ш	Ш	IШ	Ш	Ш
Processed by hand	Ш		Ш		Ш	Ш		Ш	Ш
Product consistency									
Product range									
Proper cutting, handling, and packing	_	_	_	l	_		l	_	_
techniques		Ц	Ц	▮╚	Ц	Ц		Ц	
Quality meets your firm's standards	Ц	Ц	Ц	l∐	Щ	Щ		Ц	Ц
Quality exceeds your firm's standards	Ш	Ш		l⊔	Ш	Ш	▮╚	Ш	Ш
Reliability of supply	\sqcup	Ш	Ц	l ∐	Ц	Ш	▮╚	Ш	\sqcup
Sanitary standards									
Size of shrimp									
Species									
Taste/flavor profile									
Technical support/service									
U.S. transportation costs ¹									
Wild caught shrimp									

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.—PRODUCT COMPARISONS--Continued

IV-8. <u>Minimum quality</u>.--How often does frozen warmwater shrimp from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States					
China					
Ecuador					
India					
Indonesia					
Malaysia					
Thailand					
Vietnam					
Mexico					
Other:					
Other:					