

PURCHASERS' QUESTIONNAIRE
CANNED PINEAPPLE FRUIT FROM THAILAND

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than October 30, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning canned pineapple fruit from Thailand (Inv. No. 731-TA-706 (Second 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 Craig Thomsen (202-205-3226).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased canned pineapple fruit (as defined in the instruction booklet) since January 1, 2000?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
- YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this review in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.

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

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

Email address

PART I.--GENERAL QUESTIONS

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 20 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-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. 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. Does your firm have any related firms, either domestic or foreign, which are engaged in importing canned pineapple fruit from Thailand into the United States or which are engaged in exporting canned pineapple fruit from Thailand to the United States?

No Yes--List the following information.

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

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of canned pineapple fruit?

No Yes--List the following information.

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

PART II.--PURCHASES

IIa. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of canned pineapple fruit.

(Quantity in 1,000 case equivalents, Value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
PURCHASES FROM U.S. PRODUCERS:						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES OF IMPORTS FROM SUBJECT THAI SOURCES:¹						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES OF IMPORTS FROM NONSUBJECT THAI SOURCES:²						
<i>Quantity</i>						
<i>Value</i>						
PURCHASES OF IMPORTS FROM ALL OTHER COUNTRIES:³						
<i>Quantity</i>						
<i>Value</i>						
¹ Purchases of Thai imports from subject sources include all imports from producers in Thailand that are subject to the antidumping duty order. ² Purchases of Thai imports from nonsubject sources include all imports from producers in Thailand that are not subject to the antidumping duty order and include from December 13, 2002 forward: Siam Food Products Public Co. Ltd.; and from August 13, 2004 forward: Dole, Kuiburi Fruit Canning Co., Ltd., and The Thai Pineapple Public Co., Ltd., or as it is currently known, The Tipco Foods (Thailand) PLC. ³ Please identify these countries: _____						

PART II.--PURCHASES--Continued

II-1b. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of canned pineapple fruit.

(Quantity in 1,000 case equivalents, Value in \$1,000)		
Item	January-September 2005	January-September 2006
PURCHASES FROM U.S. PRODUCERS:		
<i>Quantity</i>		
<i>Value</i>		
PURCHASES OF IMPORTS FROM SUBJECT THAI SOURCES:¹		
<i>Quantity</i>		
<i>Value</i>		
PURCHASES OF IMPORTS FROM NONSUBJECT THAI SOURCES:²		
<i>Quantity</i>		
<i>Value</i>		
PURCHASES OF IMPORTS FROM ALL OTHER COUNTRIES:³		
<i>Quantity</i>		
<i>Value</i>		
¹ Purchases of Thai imports from subject sources include all imports from producers in Thailand that are subject to the antidumping duty order. ² Purchases of Thai imports from nonsubject sources include all imports from producers in Thailand that are not subject to the antidumping duty order and include from December 13, 2002 forward: Siam Food Products Public Co. Ltd.; and from August 13, 2004 forward: Dole, Kuiburi Fruit Canning Co., Ltd., and The Thai Pineapple Public Co., Ltd., or as it is currently known, The Tipco Foods (Thailand) PLC. ³ Please identify these countries: _____		

II-2. If the relative levels of your firm's purchases of canned pineapple fruit from different country sources (both domestic and foreign) have changed since January 1, 2000, please explain the reason(s), noting the country of origin of the product in your response.

II-3. If your firm has purchased canned pineapple fruit from only one country, please explain the reasons for doing so.

II.--PURCHASES--Continued

II-4. a) Did your firm purchase canned pineapple fruit from Thailand before July 18, 1995?

No Yes

b) Did your firm continue to purchase canned pineapple fruit from Thailand after July 18, 1995?

No Yes

c) If no, did your firm stop buying canned pineapple fruit from Thailand because of the antidumping duty order?

No Yes

d) If the existence of the antidumping duty order was not the reason that your firm stopped purchasing canned pineapple fruit from Thailand, please explain the reasons for the change in your purchasing.

e) Did your firm **reduce** the amount of canned pineapple fruit from Thailand that it purchased after July 18, 1995?

No Yes

f) If yes, did your firm reduce its purchases of canned pineapple fruit from Thailand because of the antidumping duty order?

No Yes

g) If the existence of the antidumping duty order was not the reason that your firm reduced its purchases of canned pineapple fruit from Thailand, please explain the reasons for the change in your purchasing.

II.--PURCHASES--Continued

II-5. a) Did your firm increase its purchases of canned pineapple fruit from nonsubject countries (i.e., countries not subject to an antidumping duty order) following the imposition of the antidumping duty order on imports of canned pineapple fruit from Thailand?

No Yes

b) If yes, did your firm increase its purchases of canned pineapple fruit from nonsubject countries because of the antidumping duty order on imports of canned pineapple fruit from Thailand?

Yes No--Please list the reasons for the increase in purchases from nonsubject countries.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

For purposes of the following questions, “nonsubject canned pineapple fruit” can be either 1) canned pineapple fruit from nonsubject Thai producers, or 2) canned pineapple fruit from all other sources. Please refer to page 4 of the instruction booklet for a detailed definition.

III-1. Which of the following best describes your firm as a purchaser of canned pineapple fruit (check all that apply, noting the specific end uses if known)?

- INDUSTRIAL USER** (Specify use: _____)
- FOOD SERVICE**
- RETAILER**
- WHOLESALE (DISTRIBUTOR)**
- OTHER** (Specify _____)

Comments: _____

III-2. If your firm is a distributor or wholesaler of canned pineapple fruit, what are the major types of consumers to which you sell canned pineapple fruit?

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

III-3. List, in order of quantity of canned pineapple fruit consumed, the top 5 end-use products for which your firm purchases canned pineapple fruit as a component part or material input. Please indicate what percentage of the total cost is accounted for by canned pineapple fruit.

<u>End use product</u>	<u>Percent of cost accounted for by canned pineapple fruit</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

III-4. Have there been any changes in the end uses of canned pineapple fruit since January 1, 2000?

No Yes --Please discuss the changes, noting the time period during which they occurred.

III-5. If your firm is an end user of canned pineapple fruit, has the demand for your firm's final products incorporating canned pineapple fruit changed since January 1, 2000?

No Yes--Please indicate the direction of change and identify the major factors that have contributed to this change.

III-6. Describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases of canned pineapple fruit. Please specify the time period to which you are referring in your response.

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

III-7. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced canned pineapple fruit in the U.S. market since January 1, 2000. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

III-8. a) How has the demand within the United States (and outside the United States, if known) for canned pineapple fruit changed since January 1, 2000? What were the principal factors affecting changes in demand?

b) Please estimate the change in consumption since January 1, 2000: ____ percent.

c) Please describe any changes in demand for fresh or fresh cut pineapple, and describe how this has affected the demand for canned pineapple fruit since January 1, 2000.

III-9. Please discuss any anticipated changes in canned pineapple fruit demand in the United States and, if known, the rest of the world in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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

III-10. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of canned pineapple fruit from Thailand? As appropriate, please discuss any potential effects of revocation of the antidumping duty order 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.

(1) Activities of your firm: _____

(2) Entire U.S. Market: _____

III-11. a) Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss canned pineapple fruit demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from January 1, 2000 to the present and forecasts of these demand data.

b) If you are not able to provide the requested information on canned pineapple fruit demand, please provide, to the extent possible, similar information on the demand for each of the major downstream products that contain canned pineapple fruit. These downstream products may be intermediate and/or final products. Of particular interest is such data on an annual basis from January 1, 2000 to the present and forecasts of these demand data.

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

III-12. a) Is fresh pineapple or fresh-cut pineapple substitutable for canned pineapple fruit?

- No Yes--Please explain what other products may be substitutes for canned pineapple fruit, and how frequently does such substitution occur?

b) Is crushed pineapple packed in aseptic bags, cut pineapple in plastic cups or plastic or glass containers, or frozen pineapple, a substitute for canned pineapple fruit?

- No Yes--Please explain.

c) Are there other products that could be substituted for canned pineapple fruit in its end uses?

- No Yes--Please identify such substitutes. If multiple end uses exist for canned pineapple fruit, please discuss potential substitutes for each of the end uses.

d) Have there been any changes in the number or type of products that can be substituted for canned pineapple fruit since January 1, 2000?

- No Yes--Please explain.

III-13. Since January 1, 2000, have prices for these alternate products increased, decreased, or remained the same relative to those for canned pineapple fruit? Have changes in these relative prices caused your firm to shift purchases from canned pineapple fruit to the alternate products or vice versa?

III-14. a) Since January 1, 2000, has there been a significant change in the types of customers that purchase your firm's final products incorporating canned pineapple fruit? If so, please describe these customers and the extent of the shift, noting the time period when the change occurred.

b) Please discuss any changes that you anticipate in the future in the types of customers that purchase your firm's final products. Identify the future time period covered in your response and discuss the factors that you believe would cause any such changes.

III-15. a) What percent of your firm's 2005 purchases of canned pineapple fruit were made in conjunction with "Buy American" policies? ____ percent

b) Since January 1, 2000, have there been any changes in the amount of "Buy American" purchases? If yes, please explain.

III-16. a) Is the canned pineapple fruit market subject to business cycles and conditions of competition distinctive to the canned pineapple fruit industry? If yes, please explain and provide estimates of the duration of any such cycles.

b) Has the emergence of new markets for canned pineapple fruit since January 1, 2000 affected the business cycle for canned pineapple fruit? If yes, please explain any such changes.

III-17. Who are your major competitors?

III-18. Do you compete for sales to your customers with the manufacturers or importers from which you purchase canned pineapple fruit?

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

III-19. a) Does your firm, and to the extent that you know, do your customers make purchasing decisions involving canned pineapple fruit based on the country of origin of the canned pineapple fruit you purchase?

Your firm: Always Usually Sometimes Never

Your customers: Always Usually Sometimes Never

b) 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: _____

c) When making purchasing decisions, do you know in advance what country the canned pineapple fruit will be sourced from?

No Yes

d) Once purchases are made, do you record these purchases by country of origin?

No Yes

III-20. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving canned pineapple fruit based on the producer of the canned pineapple fruit 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 producer and why this information is important.

Your firm: _____

Your customers: _____

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

III-21. a) How frequently do you make purchases (circle one) ?

Daily Weekly Monthly Other (_____)

b) Do you purchase larger volumes of canned pineapple fruit during certain seasons or at certain points in the year, or is the quantity purchased by your firm consistent throughout the year? Please explain.

III-22. a) Has your firm's purchasing pattern changed significantly since January 1, 2000? If so, please explain, noting the time period to which you are referring in your response.

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-23. a) How many suppliers do you generally contact before making a purchase?

b) Do you expect new canned pineapple fruit suppliers to enter the market in the future?

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

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

III-24. a) Do purchases of canned pineapple fruit usually involve negotiations between supplier and purchaser? If so, 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 based on the price offered?

III-25. How frequently do you change suppliers?

Frequently Sometimes Rarely Never

III-26. If you have changed suppliers within the last 3 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

III-27. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

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

III-28. What characteristics does your firm consider when determining the quality of canned pineapple fruit?

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

III-29. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase canned pineapple fruit for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-30. How often does your firm purchase the canned pineapple fruit that is offered at the lowest price?

Always Usually Sometimes Rarely Never

III-31. a) What is the usual basis on which prices are quoted (e.g., f.o.b. warehouse, f.o.b. plant, delivered)?

b) Are U.S. inland transportation costs a major factor in your firm's consideration of which suppliers to source its canned pineapple fruit requirements?

No Yes

III-32. Of the total cost of the canned pineapple fruit that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

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

III-33. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of canned pineapple fruit influenced the U.S. wholesale market price of canned pineapple fruit since January 1, 2000?

- No Yes--Please identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

III-34. How frequently does the price of the canned pineapple fruit you are purchasing change?

III-35. Do you require your suppliers to become certified or pre-qualified with respect to the quality or other performance characteristics of the canned pineapple fruit they sell to your firm?

- No Yes--Approximately what percent of your firm's total **2005** purchases of canned pineapple fruit required some form of certification or pre-qualification? _____ percent

III-36. Please provide a general description of the canned pineapple fruit purchased by your firm that requires supplier certification.

III-37. Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

III-38. Since January 1, 2000, have any domestic or foreign producers ever failed in their attempts to qualify their canned pineapple fruit or have any producers lost their approved status?

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

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

III-39. a) Please provide as a separate attachment to this questionnaire the following information: identify and discuss any improvements/changes in the U.S. canned pineapple fruit industry since January 1, 2000 and explain fully, to the extent possible, the factor(s), including the order under review, that was/(were) responsible for each improvement/change.

b) Please discuss fully in a separate attachment to this request, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. canned pineapple fruit industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-40. Does your firm purchase canned pineapple fruit over the internet?

No Yes--Please describe, noting the estimated percentage of your firm's total purchases of canned pineapple fruit in **2005** accounted for by internet purchases.

III-41. Please report the quantity and value of your U.S. purchases of canned pineapple fruit by grade and package size in 2004 and 2005.

(Quantity in 1,000 case equivalents, Value in dollars)

		2004		2005	
		Quantity	Value	Quantity	Value
Grade	Fancy				
	Choice				
	Standard				
Package Size	≤15 oz. cans				
	16 ≤100 oz. cans				
	> 100 oz. cans				
Cut	Slices				
	Chunks				
	Cubes				
	Tidbits				
	Pieces				
	Crushed				

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

III-42. a) Does the price of canned pineapple fruit in any one channel of distribution influence the volume of your firm's purchases in another channel? For example, do changes in the price of private label brands or regional brands of canned pineapple fruit influence the **volume** of purchases of first private label or national brands?

b) Does the price of canned pineapple fruit in any one channel of distribution influence the price of canned pineapple fruit in another channel? For example, do changes in the **price** of private label brands or regional brands of canned pineapple fruit influence the **price** of first private label or national brands of canned pineapple fruit?

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for canned pineapple fruit for which your firm has actual marketing/pricing knowledge.

- United States
- Thailand
- Other countries (Please specify _____)

IV-2. Do the exact specifications of canned pineapple fruit vary depending on the end-use application?

- No
- Yes--Please list the exact specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the specifications for each supplier, noting the country of origin in your response.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-3. a) Are imported and U.S.-produced canned pineapple fruit used in the same applications?

Yes

No

Only in some cases

b) If you answered no or only in some cases, please list countries (subject and nonsubject) for which applications differ from U.S. product and note/explain the relevant applications.

c) Is imported canned pineapple fruit from all source countries used in the same applications?

Yes

No

Only in some cases

d) If you answered no or only in some cases, please list countries (subject and nonsubject) for which applications differ and note/explain the relevant applications.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-4. Do you or your customers ever specifically order canned pineapple fruit from one country in particular over other possible sources of supply?

- No Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why canned pineapple fruit from these countries is preferred over product from other countries (please note the specific product and grade in your response).

IV-5. Are certain grades/types/sizes of canned pineapple fruit 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-6. Please indicate whether prices of canned pineapple fruit from different sources have generally been higher, lower, or about the same as those of product of the same grade from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7. If you purchased canned pineapple fruit 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.

IV-8. If you purchased imported canned pineapple fruit during 2005, approximately how much higher would the price for the imported product have to have been (over the price you paid) before you would have purchased U.S.-produced canned pineapple fruit instead (please specify by country, including imports from both subject and nonsubject countries)?

Country _____ percent higher

Country _____ percent higher

Country _____ percent higher

Comments: _____

IV-9. Since January 1, 2000, have the prices of U.S.-produced canned pineapple fruit generally increased, decreased, or remained the same relative to prices of imported products (please specify by country, including imports from both subject and nonsubject countries)?

Increased (specify countries _____)

Decreased (specify countries _____)

Remained the same (specify countries _____)

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-10. For the factors listed below, please rate how canned pineapple fruit produced in each country you identified in your response to question IV-1 compares with canned pineapple fruit produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to			_____
(specify country)				(specify country)
	SUPERIOR	COMPARABLE	INFERIOR	
Availability	<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"/>	
Lowest price ¹	<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 consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality meets industry standards.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Quality exceeds industry standards.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Transportation network	<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"/>	

¹ A rating of "superior" means that the price is generally lower. For example, if you report United States compared to Thailand and check "superior", this means that you rate the U.S. price as generally lower than the Thailand price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the Thailand price.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-11. For the factors listed below, please rate each in terms of its importance in your purchasing decision for canned pineapple fruit.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<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"/>
Lowest 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 consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<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 IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-12. What factors are important in determining the quality of canned pineapple fruit? Do any countries' canned pineapple fruit differ from other countries' canned pineapple fruit with respect to these factors?

IV-13. (a) How often does domestically produced canned pineapple fruit meet minimum quality specifications for your uses or your customer's uses?

Always Usually Sometimes Rarely or never

(b) How often does imported subject canned pineapple fruit meet minimum quality specifications for your uses or your customers' uses?

Always Usually Sometimes Rarely or never

(c) How often does imported nonsubject canned pineapple fruit meet minimum quality specifications for your uses of your customers' uses?

Country _____ Always Usually Sometimes Rarely or never
Country _____ Always Usually Sometimes Rarely or never
Country _____ Always Usually Sometimes Rarely or never

IV-14. (a) Since 2000, has there been a change in the price of canned pineapple fruit? If so, has the price of U.S.-produced canned pineapple fruit changed more or less than the price of imported canned pineapple fruit from Thailand?

No change in price
 Prices have changed by the same amount
 Price of U.S.-produced canned pineapple fruit has changed relative to the price of canned pineapple fruit from Thailand.

(b) If the price of U.S.-produced canned pineapple fruit has changed relative to the price of canned pineapple fruit from Thailand, the price of U.S.-produced canned pineapple fruit is now relatively

Higher Lower

PART V. – SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased canned pineapple fruit since 2000 and approximate the percentage of your canned pineapple fruit purchases each accounted for in 2005.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1.			6.		
2.			7.		
3.			8.		
4.			9.		
5.			10.		