

**PURCHASERS' QUESTIONNAIRE**  
**CERTAIN FROZEN OR CANNED WARMWATER SHRIMP AND PRAWNS FROM**  
**BRAZIL, CHINA, ECUADOR, INDIA, THAILAND, AND VIETNAM**

*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 4, 2004**

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 warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam (invs. Nos. 731-TA-1063-1068 (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 John Benedetto (202-205-3270; john.benedetto@usitc.gov).**

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____
Has your firm purchased certain frozen or canned warmwater shrimp and prawns (as defined in the instruction booklet) from <u>any</u> source (domestic or foreign) at any time since January 1, 2001?
<input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**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 signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation 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 investigation 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*

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

\_\_\_\_\_ hours \_\_\_\_\_ dollars

I-1b. 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. 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. Is your firm owned, in whole or in part, by any other firm?

No       Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam into the United States or which are engaged in exporting certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam to the United States?

No       Yes--List the following information.

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

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain frozen or canned warmwater shrimp and prawns?

No       Yes--List the following information.

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

**PART II.--PURCHASES**

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

<i>(Quantity in pounds, value in \$1,000)</i>				
Item	2001	2002	2003	Jan.-June 2004
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN BRAZIL:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN CHINA:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN ECUADOR:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN INDIA:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN THAILAND:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN VIETNAM:</b>				
<i>Quantity</i>				
<i>Value</i>				
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>				
<i>Quantity</i>				
<i>Value</i>				
<sup>1</sup> Please identify these countries: _____				
_____				

II-2. If the relative shares of your firm's total purchases of certain frozen or canned warmwater shrimp and prawns from different sources (both domestic and foreign) have changed since January 1, 2001, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

II-3. If your firm has purchased certain frozen or canned warmwater shrimp and prawns from only one country, please explain the reasons for doing so.

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II-4. Does your firm purchase canned warmwater shrimp?       No     Yes

II-5. Does your firm purchase frozen warmwater shrimp?       No     Yes

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

**If your answer to any question in this section differs for canned warmwater shrimp versus frozen warmwater shrimp, please indicate how the answer differs.**

III-1. Which of the following best describes your firm as a purchaser of certain frozen or canned warmwater shrimp and prawns (check all that apply)?

- Breader, marinater, and/ or skewerer
- Restaurant or restaurant chain
- Grocery or grocery chain
- Distributor
- Producer of prepared meals or other food preparation
- Other ( \_\_\_\_\_ )

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

III-2. (a) If your firm is a distributor or reseller of certain frozen or canned warmwater shrimp and prawns, what are the major types of customers to which you sell certain frozen or canned warmwater shrimp and prawns?

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(b) Do you compete for sales to your customers with the processors or importers from which you purchase certain frozen or canned warmwater shrimp and prawns?

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III-3. (a) If your firm is an end user of certain frozen or canned warmwater shrimp and prawns, list in order of quantity of certain frozen or canned warmwater shrimp and prawns consumed, the top 3 products for which your firm purchases certain frozen or canned warmwater shrimp and prawns as a component part or input. Please indicate what percentage of the total cost is accounted for by certain frozen or canned warmwater shrimp and prawns.

<u>Product you produce</u>	<u>Percent of cost accounted for by certain frozen or canned warmwater shrimp and prawns</u>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____

(b) Since January 1, 2001, have the prices of products you sell to your customers incorporating certain frozen or canned warmwater shrimp or prawns changed in response to changes of the price of the certain frozen or canned warmwater shrimp or prawns that you purchase?

No       Yes-- please provide specific examples.

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

III-4. (a) If your firm is an end user of certain frozen or canned warmwater shrimp and prawns, has the demand for your firm's final products incorporating certain frozen or canned warmwater shrimp and prawns changed since January 1, 2001?

- Increased       Unchanged       Decreased

(b) Has this had any effect on your firm's demand for certain frozen or canned warmwater shrimp and prawns?

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III-5. (a) Please list in order of importance any products that may be substituted for certain frozen or canned warmwater shrimp and prawns.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for certain frozen or canned warmwater shrimp and prawns?

- No       Yes--Please explain.

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III-6. Are you aware whether the certain frozen or canned warmwater shrimp and prawns you are purchasing is U.S.-produced or imported?

- Always       Usually       Sometimes       Never

III-7. Do you know the processor/producer of the certain frozen or canned warmwater shrimp and prawns that you purchase?

- Always       Usually       Sometimes       Never

III-8. To your knowledge, are your customers aware of the country of origin of the goods you supply them?

- Always       Usually       Sometimes       Never

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

III-9. Have you made significant increases or decreases in the frequency or volume of your purchases of certain frozen or canned warmwater shrimp and prawns in the last three years?

- No             Yes--Please explain.

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III-10. How many suppliers do you generally contact before making a purchase?

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III-11. Have you changed suppliers since January 1, 2001?

- No             Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

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III-12. 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.

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III-13. Do you require your suppliers to satisfy an approval process with respect to the quality, appearance, size, consistency, or other characteristic of the certain frozen or canned warmwater shrimp and prawns they sell to your firm?

- No             Yes-- \_\_\_\_ percent of purchases in 2003             Yes--all purchases

Please provide a general description of the approval process and the time required.

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

III-14. Briefly describe the factors that you consider when approving a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to approve a new supplier.

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III-15. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to have their certain frozen or canned warmwater shrimp and prawns approved by your firm 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 approval process.

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III-16. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain frozen or canned warmwater shrimp and prawns for any one order (examples include 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-17. What characteristics does your firm consider when determining the quality of certain frozen or canned warmwater shrimp and prawns?

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

III-18. For the factors listed below, please rate each in terms of its importance in your purchase decision for certain frozen or canned warmwater shrimp and prawns.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
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"/>

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

III-19. How often does your firm purchase the certain frozen or canned warmwater shrimp and prawns that is offered at the lowest price?

- Always       Usually       Sometimes       Never

III-20. Please list the names of any firms you considered price leaders in the certain frozen or canned warmwater shrimp and prawns market during January 2001-June 2004. 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.

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III-21. Please describe how the above firm(s) exhibited price leadership.

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III-22. For a specific end-use application, does your firm usually purchase certain frozen or canned warmwater shrimp and prawns in the same size and of the same species, or does your firm vary its purchases by size and/or species throughout the year?

- Always/usually purchase the same sizes and species  
 Vary purchases by size and species

Please explain why your firm does or does not vary purchases by size and species:

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

III-23. Is there any seasonality in the supply of certain frozen or canned warmwater shrimp and prawns available from the following sources, or is it available year-round at the same levels?

United States:

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Brazil:

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China:

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Ecuador:

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India:

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Thailand:

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Vietnam:

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

III-24. This question seeks further information about certain products within the definition of certain frozen or canned warmwater shrimp or prawns.

(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.

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(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.

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(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 .

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

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(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.

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(f) Do changes in the price of frozen shrimp affect the price of canned shrimp, and vice versa?

- Always                       Usually                       Sometimes                       Never

Please explain whether you could or do purchase frozen shrimp for the same end uses as canned shrimp, and any important similarities or differences between frozen and canned shrimp.

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

**If your answer to any question in this section differs for canned warmwater shrimp versus frozen warmwater shrimp, please indicate how the answer differs.**

IV-1. Please indicate the countries of origin for certain frozen or canned warmwater shrimp and prawns for which your firm has actual marketing/pricing knowledge.

- United States
- Brazil     China     Ecuador     India     Thailand     Vietnam
- Other countries (Please specify \_\_\_\_\_)

IV-2. Are certain frozen or canned warmwater shrimp and prawns produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Brazil	China	Ecuador	India	Thailand	Vietnam	Other countries
United States								
Brazil								
China								
Ecuador								
India								
Thailand								
Vietnam								

<sup>1</sup> For any country-pair producing certain frozen or canned warmwater shrimp and prawns which are *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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IV-3. Do you or your customers ever specifically order certain frozen or canned warmwater shrimp and prawns 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 certain frozen or canned warmwater shrimp and prawns from these countries is preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types/sizes of certain frozen or canned warmwater shrimp and prawns 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.

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IV-5. If you purchased certain frozen or canned warmwater shrimp and prawns 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.

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

IV-6. For the factors listed below, please rate how certain frozen or canned warmwater shrimp and prawns produced in each country you identified in your response to the first question in Part IV compares with certain frozen or canned warmwater shrimp and prawns 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)

	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
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"/>
Lower 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"/>
Lower U.S. transportation costs . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify _____) . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

IV-7. (a) How often does domestically produced certain frozen or canned warmwater shrimp and prawns meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(b) How often does imported subject certain frozen or canned warmwater shrimp and prawns meet minimum quality specifications for your uses or your customers' uses?

- Always       Usually       Sometimes       Rarely or never

(c) How often does imported nonsubject certain frozen or canned warmwater shrimp and prawns meet minimum quality specifications for your uses or your customers' uses?

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

Country \_\_\_\_\_  Always       Usually       Sometimes       Rarely or never

**PART V.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest suppliers of certain frozen or canned warmwater shrimp and prawns purchased during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of certain frozen or canned warmwater shrimp and prawns that each of these suppliers accounted for in 2003.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), city, state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2003 purchases (%)</b>
1					
2					
3					
4					
5					