

**IMPORTERS' QUESTIONNAIRE**  
**CRAWFISH TAIL MEAT FROM CHINA**

*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 no later than March 27, 2003**

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 crawfish tail meat from China (inv. No. 731-TA-752 (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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm imported crawfish tail meat (as defined in the instruction booklet) from any country at any time since January 1, 1997?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><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)</p>
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**CERTIFICATION**

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

*By 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 review in any other import-injury investigations or reviews 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 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*

**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 pages 3-4 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 crawfish tail meat from China into the United States or which are engaged in exporting crawfish tail meat from China 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 importing crawfish tail meat from countries other than China into the United States or which are engaged in exporting crawfish tail meat from countries other than China to the United States?

No  Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crawfish tail meat?

No  Yes--List the following information.

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

I-7. Please indicate the nature of your firm's importing operations on crawfish tail meat. More than one answer may be applicable.

- Importer of record  Takes title to the imported product(s)
- Consignee of the imported product(s)  Customs broker or freight forwarder

I-8. If your firm is an importer of record of crawfish tail meat but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-9. Please indicate whether your firm enters crawfish tail meat into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones  No  Yes--list location(s):

\_\_\_\_\_

Bonded warehouses  No  Yes--list location(s):

\_\_\_\_\_

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

I-10. Please indicate whether your firm imports crawfish tail meat under the TIB (temporary importation under bond) program.

No       Yes

I-11. In Parts II and III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

Yes       No

If yes, did you provide the requested copies?

Yes       No--Please explain why not.

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I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

No       Yes--Please specify.

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

Further information on this part of the questionnaire can be obtained from Olympia Hand ([ohand@usitc.gov](mailto:ohand@usitc.gov) (preferred) or 202-205-3182). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title  
\_\_\_\_\_  
Phone Number/Fax Number      E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of crawfish tail meat since September 15, 1997 (the date on which the antidumping duty order under review became effective)?

No       Yes--Supply details as to the time, nature, and significance of such changes.

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

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of crawfish tail meat in the future?

- No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

- No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-5. Has your firm imported or arranged for the importation of crawfish tail meat from China for delivery after December 31, 2002?

- No       Yes--Indicate when such orders are to be delivered and the quantities involved.

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II-6. If your firm also produces crawfish tail meat in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **IMPORTS BY SOURCE.** --Report your firm's imports and your firm's shipments and inventories of crawfish tail meat imported by your firm during **1997-2002**. (See definitions in the instruction booklet.) **Report separately for each China and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

China \_\_\_\_\_  All other sources combined<sup>1</sup>

<b>(Quantity in pounds, value in dollars)</b>						
<b>Item</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>IMPORTS:<sup>2</sup></b>						
<i>Quantity</i> of imports						
<i>Value</i> of imports						
<b>U.S. SHIPMENTS OF IMPORTS:</b>						
<b>Commercial shipments:</b>						
<i>Quantity</i> of commercial shipments						
<i>Value</i> of commercial shipments						
<b>Internal consumption and transfers to related firms:<sup>3</sup></b>						
<i>Quantity</i> of internal consumption/transfers						
<i>Value</i> <sup>1</sup> of internal consumption/transfers						
<b>TOTAL U.S. SHIPMENTS<sup>4</sup></b>						
<b>U.S. SHIPMENTS TO LOUISIANA</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO ARKANSAS, MISSISSIPPI, AND TEXAS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO REMAINDER OF UNITED STATES</b> ( <i>quantity</i> )						
<b>TOTAL U.S. SHIPMENTS<sup>4</sup></b>						
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO RESTAURANTS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO FOOD STORES</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO SEAFOOD MARKETS</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS TO OTHER</b> _____ ( <i>quantity</i> )						
<b>TOTAL U.S. SHIPMENTS<sup>4</sup></b>						
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> ( <i>quantity</i> )						
<sup>1</sup> Please identify these sources: _____						
<sup>2</sup> Please identify the foreign producers, if known: _____						
<sup>3</sup> Internal consumption and transfers to related parties must be valued at fair market value in the table. In the event that you use a different basis for valuing these transactions for internal record keeping, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997-2002 below:						
<sup>4</sup> Total shipments for all three groupings of shipments, by type, state, and market, should total to the same quantity.						

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

II-7b. **ANTIDUMPING DUTIES.**--Report your firm's cash deposits and/or antidumping duties paid/refunded during 1997-2002 on your imports from China.

(Value in dollars)						
Item	1997	1998	1999	2000	2001	2002
Total value of cash deposits posted with Customs as security for payment of antidumping duties on crawfish tail meat from China						
Total value of cash deposits refunded by Customs for previous entries of crawfish tail meat from China						
Total value of antidumping duty assessments on imports of crawfish tail meat from China paid by the importer						
Total value of cash deposits or duty assessments reimbursed by the exporter of crawfish tail meat from China						

II-7c. Did your firm have any exports? \_\_\_\_ Yes \_\_\_\_ No If so, please give quantities in pounds for each year from 1997-2002 below.

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II-8. Describe the significance of the existing antidumping duty order covering imports of crawfish tail meat from China in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

No       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_                      \_\_\_\_\_  
Phone No.                      E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly quantity and value data concerning your firms's U.S. shipments during January 1997-December 2002 of its crawfish tail meat **imported from China** sold to U.S. retailers and distributors unrelated to your firm. Please report separately for **fresh (chilled)** crawfish tail meat and **frozen** crawfish tail meat AND for shipments to customers in each of the following three U.S. market areas: (1) Louisiana (2) Arkansas, Mississippi, and Texas (states contiguous to Louisiana) and (3) all other states (excluding Louisiana and states contiguous to Louisiana).

Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

**COPY THE FOLLOWING TWO PAGES AS NECESSARY.** Complete a separate page for each of the specified market areas to which you sell.

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

**Section III-A.--PRICE DATA--Continued**

**Product 1: *Fresh (chilled) crawfish tail meat***

Louisiana

Arkansas, Mississippi, and Texas

All other states

<i>(Quantity in pounds, value in dollars)</i>				
	Sales to retailers		Sales to distributors	
Period of shipment	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>1997:</b>				
January-March				
April-June				
July-September				
October-December				
<b>1998:</b>				
January-March				
April-June				
July-September				
October-December				
<b>1999:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				

<sup>1</sup> Values should be f.o.b. your U.S. point of shipment (should *exclude* U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.

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

**Section IV-A.--PRICE DATA--Continued**

**Product 2: Frozen crawfish tail meat**

Louisiana

Arkansas, Mississippi, and Texas

All other states

(Quantity in pounds, value in dollars)				
Period of shipment	Sales to retailers		Sales to distributors	
	Quantity	Value <sup>1</sup>	Quantity	Value <sup>1</sup>
<b>1997:</b>				
January-March				
April-June				
July-September				
October-December				
<b>1998:</b>				
January-March				
April-June				
July-September				
October-December				
<b>1999:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2000:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2001:</b>				
January-March				
April-June				
July-September				
October-December				
<b>2002:</b>				
January-March				
April-June				
July-September				
October-December				

<sup>1</sup> Values should be f.o.b. your U.S. point of shipment (should *exclude* U.S. inland freight costs to your customers' locations) and should be net of all returns, refunds, discounts, and credits.

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS**

III-B-1. How does your firm determine the prices that it charges for sales of crawfish tail meat (check all that apply)?

- Transaction by transaction
- Contracts
- Set price lists
- Other (describe) \_\_\_\_\_

III-B-2. Please describe your firm's discount policy (check all that apply).

- Quantity discounts
- Annual total volume discounts
- No discount policy
- Other (describe) \_\_\_\_\_

III-B-3. On what basis are your prices of crawfish tail meat usually quoted?

- F.o.b. (specify point) \_\_\_\_\_
- Delivered

III-B-4. Approximately what percentage of your firm's sales of its crawfish tail meat imported from China are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of crawfish tail meat? \_\_\_\_\_

III-B-6. What is the approximate percentage of the total delivered cost of crawfish tail meat that is accounted for by transportation costs? \_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_ or purchaser \_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_ percent. 101 to 1,000 miles? \_\_\_ percent. Over 1,000 miles? \_\_\_ percent.

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-7. What is the geographic market area in the United States served by your firm's imports of crawfish tail meat from China (check all that apply)?

Louisiana only       Louisiana and Arkansas, Mississippi, and/or Texas

Continental U.S.       U.S., including Alaska and Hawaii

Other (describe) \_\_\_\_\_

Note any changes in market area since 1997 (the year the antidumping duty order under review became effective) and any anticipated changes for the future.

\_\_\_\_\_  
\_\_\_\_\_

III-B-8. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

No       Yes--Please identify any such firm(s) and note the time period when the firm(s) 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-B-9. To what extent have changes in the prices and availability of raw materials (e.g., live whole crawfish) affected your firm's selling prices and importation of crawfish tail meat during 1997-2002?

\_\_\_\_\_  
\_\_\_\_\_

Please discuss any seasonal variation in the availability of live whole crawfish.

\_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-10. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of crawfish tail meat in the U.S. market since 1997?

- No             Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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III-B-11. (a) Do you anticipate any changes in terms of the availability of crawfish tail meat imported from China in the U.S. market in the future?

- No change             Increase             Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period, and the impact of such changes on shipment volumes and prices.

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III-B-12. Describe how easily your firm can shift its sales of crawfish tail meat between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting crawfish tail meat between the U.S. and alternative country markets within a 12-month period.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-13. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of crawfish tail meat since 1997?

No       Yes--Please describe and quantify if possible.

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III-B-14. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of crawfish tail meat in the future?

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

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III-B-15. Are there other products that may be substitutes for crawfish tail meat?

No       Yes--Please describe the products and note how frequently such substitutions occur.

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III-B-16. Have there been any changes in the number or types of products that can be substituted for crawfish tail meat since 1997?

No       Yes--Please explain.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-17. Do you anticipate any changes in terms of the substitutability of other products for crawfish tail meat in the future?

No             Yes--Please describe.

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III-B-18. Describe the end uses of the crawfish tail meat that you import from China.

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III-B-19. Have there been any changes in the end uses of crawfish tail meat since 1997?

No             Yes--Please describe.

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III-B-20. Do you anticipate any changes in terms of the end uses of crawfish tail meat in the future?

No             Yes--Please describe and identify the time period.

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III-B-21. How has demand within the United States (and outside the United States, if known) for crawfish tail meat changed since 1997?

Unchanged             Increased             Decreased

Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-22. Do you anticipate any future changes in crawfish tail meat demand in the United States and, if known, the rest of the world?

No                       Yes--Please describe and identify the time period.

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III-B-23. Please compare market prices of crawfish tail meat in U.S. and non-U.S. markets, if known.

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III-B-24. Is crawfish tail meat produced in the United States and in other countries used interchangeably (i.e., are they physically used in the same applications)?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always interchangeable, "F" to indicate that the products are frequently interchangeable, "S" to indicate that the products are sometimes interchangeable, "N" to indicate that the products are never interchangeable, and "0" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>		
Country-pair	China	Nonsubject countries
United States		
China		
<sup>1</sup> For any country-pair producing crawfish tail meat which is sometimes or never used interchangeably, please explain the factors that limit or preclude interchangeable use. <hr/> <hr/> <hr/>		

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-25. Are differences in the price of crawfish tail meat produced in the United States and the price of crawfish tail meat produced in other countries a significant factor in your firm's sales of the product?

Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "O" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>		
Country-pair	China	Nonsubject countries
United States		
China		
<sup>1</sup> For any country-pair producing crawfish tail meat for which there are price differences, please identify the country-pair and explain the differences. <hr/> <hr/> <hr/>		

III-B-26. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between crawfish tail meat produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate below, using "A" to indicate that such differences are always significant, "F" to indicate that such differences are frequently significant, "S" to indicate that such differences are sometimes significant, "N" to indicate that such differences are never significant, and "O" to indicate no familiarity with products from a specified country-pair. <sup>1</sup>		
Country-pair	China	Nonsubject countries
United States		
China		
<sup>1</sup> For any country-pair for which factors other than price always or frequently are a significant factor in your firm's sales of crawfish tail meat, identify the country-pair and report the advantages or disadvantages imparted by such factors. <hr/> <hr/>		

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--MARKET FACTORS--Continued**

III-B-27. Has the availability of NONSUBJECT imported crawfish tail meat changed since 1997?

No             Yes--Please explain.

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III-B-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss crawfish tail meat supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

III-B-29. Does your firm sell crawfish tail meat over the internet?

No             Yes--Please describe, noting the estimated percentage of your firm's total sales of crawfish tail meat in 2002 accounted for by internet sales.

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