

IMPORTERS' QUESTIONNAIRE
DURUM AND HARD RED SPRING WHEAT FROM CANADA

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 June 11, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty and antidumping investigations concerning durum and hard red spring wheat from Canada (invs. Nos. 701-TA-430A and 430B and 731-TA-1019A and 1019B (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)).

<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 durum and/or hard red spring wheat (as defined in the instruction booklet) from any country at any time since June 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, 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 these investigations 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 these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations 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 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

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 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>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing durum and/or hard red spring wheat from Canada into the United States or which are engaged in exporting durum and/or hard red spring wheat from Canada to the United States?

No Yes—List the following information.

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

PART II.—TRADE AND RELATED INFORMATION—Continued

II-4. Has your firm imported or arranged for the importation of hard red spring wheat from Canada for delivery after May 31, 2003?

No Yes—Indicate when such orders are to be delivered and the quantities (in bushels) involved.

June 2003 _____ October 2003 _____

July 2003 _____ November 2003 _____

August 2003 _____ December 2003 _____

September 2003 _____

II-5. If your firm also produces durum and/or hard red spring wheat in the United States, please indicate your reasons for importing this product. If your reasons differ by source and/or by product, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **durum wheat** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Canada and all other sources combined. Photocopy this page as needed.**

Canada **All other sources combined**¹

(Quantity in 1,000 pounds, value in \$1,000)			
Item	Marketing years		
	2000/01	2001/02	2002/03
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
IMPORTS: ²			
Quantity of imports			
Value of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption/company transfers:			
Quantity of internal consumption/transfers			
Value ³ of internal consumption/transfers			
EXPORT SHIPMENTS (of imported product): ⁴			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES ⁵ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)			
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)			
¹ Please identify these sources: _____ _____			
² Identify the foreign producers, if known: _____ _____			
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for marketing years 2000/01, 2001/02, and 2002/03 below: _____ _____			
⁴ Identify your principal export markets: _____ _____			
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____			

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **hard red spring wheat** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Canada and all other sources combined. Photocopy this page as needed.**

<input type="checkbox"/> Canada	<input type="checkbox"/> All other sources combined ¹		
<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Marketing years		
	2000/01	2001/02	2002/03
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)			
IMPORTS:²			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> ³ of internal consumption/transfers			
EXPORT SHIPMENTS (of imported product):⁴			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)			
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)			
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)			
¹ Please identify these sources: _____ _____			
² Identify the foreign producers, if known: _____ _____			
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for marketing years 2000/01, 2001/02, and 2002/03 below: _____ _____			
⁴ Identify your principal export markets: _____ _____			
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____			

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **hard red winter wheat** reported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Canada and all other sources combined. Photocopy this page as needed.**

<input type="checkbox"/> Canada	<input type="checkbox"/> All other sources combined ¹		
<i>(Quantity in 1,000 pounds, value in \$1,000)</i>			
Item	Marketing years		
	2000/01	2001/02	2002/03
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>			
IMPORTS:²			
<i>Quantity</i> of imports			
<i>Value</i> of imports			
U.S. SHIPMENTS:			
Commercial shipments:			
<i>Quantity</i> of commercial shipments			
<i>Value</i> of commercial shipments			
Internal consumption/company transfers:			
<i>Quantity</i> of internal consumption/transfers			
<i>Value</i> ³ of internal consumption/transfers			
EXPORT SHIPMENTS (of imported product):⁴			
<i>Quantity</i> of export shipments			
<i>Value</i> of export shipments			
END-OF-PERIOD INVENTORIES⁵ <i>(quantity)</i>			
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>			
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>			
¹ Please identify these sources: _____ ² Identify the foreign producers, if known: _____ ³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for marketing years 2000/01, 2001/02, and 2002/03 below: _____ ⁴ Identify your principal export markets: _____ ⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____			

PART III. PRICE-RELATED INFORMATION

Are you a reseller of unmilled imported Canadian wheat in the United States market?

NO-STOP: Do not complete the remainder of this questionnaire; however, please also complete the enclosed purchaser questionnaire.

Yes-Complete the remainder of the questionnaire

Please answer questions in part III only if you are a reseller of unmilled imported Canadian wheat in the U.S. market. Further information on this part of the questionnaire can be obtained from William Deese (202-205-2626 or wdeese@usitc.gov).

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

Company contact: _____
 Name and title

Phone No. _____ E-mail address _____

III-2. Please describe how your firm determines its sale prices for durum and hard red spring wheat (transaction by transaction negotiation, contracts for multiple shipments, set price lists, published market prices, bids and quotes at an organized commodity market, etc.). Identify the extent that price determination differs for durum versus hard red spring wheat.

III-3. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-4. What are your firm's typical sales terms for durum and hard red spring wheat imported from Canada (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such products usually quoted (e.g., f.o.b. point of entry, or delivered)? _____ If your answers differ for durum versus hard red spring wheat, please so specify.

III-5. Approximately what percentage of your firm's sales of Canadian amber durum wheat are on a forward contract (___ percent) vs. spot sales (___ percent) basis, and what percentage of your firm's sales of Canadian western red spring wheat are on a forward contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a forward contract basis, please answer the following questions with respect to provisions of a typical forward contract. If your answers differ for durum versus western red spring wheat, please so specify.

(a) What is the average duration of a contract? _____

PART III. PRICING AND RELATED INFORMATION—Continued

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix dockage, test weight, protein content, moisture content, vitreous kernel content, quantity, price, or some combination of the named attributes? _____

(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-6. What is the average lead time between a customer's order and the date of delivery for your firm's sales of durum wheat? _____ of hard red spring wheat? _____

III-7. A. What is the approximate percentage of the total delivered cost of durum wheat that is accounted for by transportation costs? _____. From what location are the transportation costs of durum wheat incurred (e.g. country elevator, gateway, etc.)? _____
Who generally arranges the transportation of durum wheat to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales of durum wheat occur within 100 miles of your storage facility or the point of entry? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

B. What is the approximate percentage of the total delivered cost of hard red spring wheat that is accounted for by transportation costs? _____. From what location are the transportation costs of hard red spring wheat incurred (e.g. country elevator, gateway, etc.)? _____.
Who generally arranges the transportation of hard red spring wheat to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales of hard red spring wheat occur within 100 miles of your storage facility or the point of entry? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

III-8. A. In what geographic market of the United States does your firm sell Canadian western amber durum wheat?

B. In what geographic market of the United States does your firm sell Canadian western red spring wheat?

III-9. A. Is price adjusted if the dockage, test weight, protein content, moisture content, or vitreous kernel count of the delivered durum wheat differs from the contracted product specifications?

No Yes—Please describe when and how such price adjustments are made.

PART III. PRICING AND RELATED INFORMATION—Continued

B. Is price adjusted if the dockage, test weight, protein content, moisture content, or vitreous kernel count of the delivered hard red spring wheat differs from the contracted product specifications?

No Yes—Please describe when and how such price adjustments are made.

III-10. A. How has the market demand within the United States (and outside the United States if known) for durum wheat changed since June 1, 2000? What factors affected demand?

B. How has the market demand within the United States (and outside the United States if known) for hard red spring wheat changed since June 1, 2000? What factors affected demand?

C. Has the demand for durum differed from that of hard red spring wheat? How?

III-11. Has the product range or marketing of durum and hard red spring wheat changed significantly since June 1, 2000?

Durum wheat		Hard red spring wheat	
<input type="checkbox"/> No	<input type="checkbox"/> Yes—Please describe.	<input type="checkbox"/> No	<input type="checkbox"/> Yes—Please describe.

III-12. Does your firm purchase or sell durum and hard red spring wheat over the internet?

No Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of durum and hard red spring wheat in 2002 accounted for by internet transactions.

Section IV.-PRICE DATA

This section requests monthly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Canada during June 2000-May 2003:

PRODUCT 1: #1 Canadian Western Red Spring Wheat.

PRODUCT 2: #2 Canadian Western Red Spring Wheat.

PRODUCT 3: #1 Canadian Western Amber Durum Wheat.

PRODUCT 4: #2 Canadian Western Amber Durum Wheat.

You should photocopy the page as necessary and complete one page for each the four products that you sold in the U.S. market.

PART IV. PRICE DATA - Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from Canada and sold by your firm in the U.S. market.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in metric tons, value in dollars)</i>			
Period of shipment		Quantity	Value ¹
2 0 0 0	June		
	July		
	August		
	September		
	October		
	November		
	December		
2 0 0 1	January		
	February		
	March		
	April		
	May		
	June		
	July		
	August		
	September		
	October		
	November		
	December		
2 0 0 2	January		
	February		
	March		
	April		
	May		
	June		
	July		
	August		
	September		
	October		
	November		
	December		
2 0 0 3	January		
	February		
	March		
	April		
	May		

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned

PART V.-CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for **durum wheat** imported from Canada during marketing years 2000/01-2002/03. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of durum wheat from Canada that each of these customers accounted for in marketing year 2002/03.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002/03 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART V. - CUSTOMER IDENTIFICATION - *Continued*

Please provide the names and addresses of your firm's 10 largest customers for Canadian **western red spring** wheat during marketing years 2000/01-2002/03. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of Canadian western red spring wheat that each of these customers accounted for in marketing year 2002/03.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002/03 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					