

**PURCHASERS' 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/antidumping investigation concerning durum and hard red spring wheat from Canada (inv. 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)). Further information on this questionnaire can be obtained from William Deese (202-205-2626).

**Name of firm** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip code** \_\_\_\_\_  
**World Wide Web address** \_\_\_\_\_

Has your firm purchased durum and hard red spring wheat (as defined in the instruction booklet) from any source (domestic or foreign) at any time 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**

*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**

Are all of your purchases of durum wheat and hard red spring imports that you resell without further processing?

- No                       Yes. Stop here. Do not complete this questionnaire. Instead complete the enclosed importer questionnaire.

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.

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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 durum and hard red spring wheat from Canada into the United States or which are engaged in exporting durum and 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>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of durum and/or hard red spring wheat?

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, through a sales agent or broker, or through a grain company or merchant) of durum, hard red spring wheat, and hard red winter wheat. Report based on delivery date, not order date.

<b>A. Durum wheat (Quantity in metric tons, value in U.S. dollars)</b>			
Item	2000/01	2001/02	2002/03
<b>PURCHASES OF U.S. WHEAT:</b>			
Quantity			
Value			
<b>PURCHASES OF WHEAT FROM CANADA:</b>			
Quantity			
Value			
<b>PURCHASES OF WHEAT FROM ALL OTHER COUNTRIES:<sup>1</sup></b>			
Quantity			
Value			
<sup>1</sup> Please identify these countries: _____			

**PART II.--PURCHASES--Continued**

<b>B. Hard red spring wheat (Quantity in metric tons, value in U.S. dollars)</b>			
<b>Item</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>
<b>PURCHASES OF U.S. WHEAT:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF WHEAT FROM CANADA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF WHEAT FROM ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b><sup>1</sup> Please identify these countries: _____</b>			

<b>C. Hard red winter wheat (Quantity in metric tons, value in U.S. dollars)</b>			
<b>Item</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>
<b>PURCHASES OF U.S. WHEAT:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF WHEAT FROM CANADA:</b>			
<i>Quantity</i>			
<i>Value</i>			
<b>PURCHASES OF WHEAT FROM ALL OTHER COUNTRIES:<sup>1</sup></b>			
<i>Quantity</i>			
<i>Value</i>			
<b><sup>1</sup> Please identify these countries: _____</b>			

**PART II.--PURCHASES--Continued**

II-2. If the relative shares of your firm's total purchases of durum and hard red spring wheat from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Please specify durum or hard red spring	Increase/ decrease	Reason

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

III-1. Please check the primary nature of your business as it relates to durum, hard red spring, or hard red winter wheat (you may check several if appropriate; and indicate the type/class of wheat to which each applies, e.g. durum, hard red spring wheat, hard red winter wheat, etc.):

- Grain company      Importer      Other specify \_\_\_\_\_  
 Miller                  Pasta manufacturer

III-2. What activities of your firm are related to durum, hard red spring, or hard red winter wheat (check all that apply; and indicate the type/class of wheat to which each applies, e.g. durum, hard red spring wheat, hard red winter wheat, etc.)?

- Grain storage                      Brokerage  
 Grain elevation                  Grain shipping  
 Grain milling                      Grain sales  
 Other ( \_\_\_\_\_ )

III-3 A. Has the supply of durum, hard red spring wheat, or hard red winter wheat available from U.S. producers changed since January 1, 2000.

- No             Yes--Please describe the nature of this change and be specific as to the type/class of wheat.

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

B. Has the supply of durum or western red spring wheat available from Canada changed since January 1, 2000.

No       Yes--Please describe the nature of this change and be specific as to type/class of wheat.

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III-4. A. If you resell unmilled wheat, please identify the types of customers to whom you sell (1) durum wheat, (2) hard red spring wheat, and (3) hard red winter wheat.

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B. If you sell (1) semolina or (2) flour made in whole or part from hard red spring wheat, please identify your major types of customers.

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III-5. List, in order of quantity of durum, hard red spring and hard red winter wheat consumed, the top 5 end-use products that your firm produces with wheat (e.g. semolina, pasta, all-purpose flour, etc.). Please indicate the cost share (percentage of total cost of each-end use product) accounted for by durum, hard red spring wheat, or hard red winter wheat. If your firm blends hard red spring and hard red winter wheat (and possibly other types of wheat) in producing a product, please report separately the cost share accounted for by each type of wheat in producing that product.

Durum wheat		Hard red spring wheat		Hard red winter wheat	
End-use product	Percent of cost	End-use product	Percent of cost	End-use product	Percent of cost

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

**Note: In subsequent questions, an end user of wheat is a firm that converts wheat into another product; a firm that simply resells wheat is not an end user. End-use products may vary. For example, if a firm buys durum wheat, grinds it into semolina, and sells the semolina, then semolina is that firm's end product. If another firm buys durum, makes semolina and uses it to make pasta, then pasta is that firm's end-use product.**

III-6. If your firm is an end user of durum wheat, hard red spring wheat, or hard red winter wheat has the demand for your firm's final products that contain any of these wheats changed since January 1, 2000?

No                       Yes--Please indicate the direction of change, identify the type/class of wheat, and identify the major factors that contributed to this change.

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III-7. A. Are there other products, such as different types of wheat, that could be substituted for **durum** wheat in its end uses?

No                       Yes--Please identify such substitutes. If multiple end uses exist for durum wheat, please discuss potential substitutes for each end use.

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B. Are there other products, such as different types of wheat (e.g. hard red winter wheat or hard red winter wheat in combination with wheat gluten), that could be substituted for **hard red spring** wheat in its end uses?

No                       Yes-- Please identify such substitutes. If multiple end uses exist for hard red spring wheat, please discuss potential substitutes for each end use. Please discuss the degree of substitution and any yearly differences.

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

C. Are there other products, such as different types of wheat (e.g. hard red spring wheat), that could be substituted for **hard red winter** wheat in its end uses?

- No       Yes-- Please identify such substitutes. If multiple end uses exist for hard red winter wheat, please discuss potential substitutes for each end use. Please discuss the degree of substitution and any yearly differences.

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III-8. A. Do you use wheat gluten in combination with hard red winter wheat to produce flour whose specifications might otherwise require the use of at least some hard red winter wheat?

- No       Yes-- Please describe the nature and frequency of your wheat gluten usage

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B. If you sell flour, do your customers use wheat gluten in combination with flour made from hard red winter wheat as a substitute for flour made from hard red spring wheat?

- No       Yes-- Please describe the prevalence of this usage

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III-9. Since June 1, 2000, have prices for these substitute products increased, decreased, or remained the same relative to those for durum and hard red spring wheat? Have changes in these relative prices caused your firm to shift purchases from durum and hard red spring wheat to the substitute products or vice versa? Be specific as to the product type.

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III-10. Are hard red spring wheat and hard red winter wheat comparable for purposes of producing the flour types used in the production of similar baked goods? Yes \_\_\_\_\_ No \_\_\_\_\_. If no, please discuss the reasons why.

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

III-11. A. Does your firm purchase hard red spring wheat and hard red winter wheat and blend them at your facility for purposes of achieving customer requirements for particular types of flour?

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B. Does your firm blend hard red spring wheat with wheats other than hard red winter wheat? Yes \_\_\_\_\_ No \_\_\_\_\_ If yes, please identify the other wheats and describe how they are used.

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III-12. In situations where you can vary the proportion of hard red spring wheat and hard red winter wheat, please discuss the market factors that determine how much of each product you purchase and mill at any given time.

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III-13. Do you compete for sales with the producers or importers from which you purchase durum, hard red spring wheat, and hard red winter wheat?

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III-14. To your knowledge, are your buyers aware of and/or interested in the country of origin of the goods you supply them?

**Durum Wheat**

Always       Usually       Sometimes       Never

**Hard red spring wheat**

Always       Usually       Sometimes       Never

**Hard red winter wheat**

Always       Usually       Sometimes       Never

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

III-15. How frequently do you make purchases (circle one and specify the type/class of wheat, e.g. durum, hard red spring, hard red winter, etc.) ?

daily      weekly      monthly      other (\_\_\_\_\_)

III-16. Has this purchasing pattern changed significantly in the last 3 years, and, if so, how?

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

III-17. How many suppliers do you generally contact before purchasing durum wheat? \_\_\_\_\_ before purchasing hard red spring wheat? \_\_\_\_\_ before purchasing hard red winter wheat \_\_\_\_\_

III-18. What characteristics does your firm consider when determining the quality of a supplier's durum wheat? \_\_\_\_\_

\_\_\_\_\_  
Hard red spring wheat? \_\_\_\_\_

Hard red winter wheat? \_\_\_\_\_

III-19. Please list, in order of their importance, the three major factors that your firm generally considers in deciding from whom to purchase durum, hard red spring, and hard red winter wheat (examples include current availability, extension of credit, consistency of wheat supplied, forward contracts, price, test weight, range of supplier's product line, protein content, vitreous kernel count, transportation costs, over-delivery of specifications, etc.).

**Durum wheat**

**Hard red spring wheat    Hard red winter wheat**

1. \_\_\_\_\_

1. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-20. How often does your firm purchase durum, hard red spring wheat, or hard red winter wheat with the same specifications that is offered at the lowest price?

**Durum wheat**

Always

Usually

Sometimes

Never

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

**Hard red spring wheat**

Always       Usually       Sometimes       Never

**Hard red winter wheat**

Always       Usually       Sometimes       Never

III-21. How often is your firm willing to pay more than the lowest price in order to achieve a more reliable supply, a better quality product, preferred timing of delivery, or other delivery terms?

**Durum wheat**

Always       Usually       Sometimes       Never

**Hard red spring wheat**

Always       Usually       Sometimes       Never

**Hard red winter wheat**

Always       Usually       Sometimes       Never

III-22. Generally, when you make a purchase, does your firm or the supplier set the terms or are the terms negotiated?

**Durum wheat**

**Hard red spring wheat**

Supplier    Your firm    Negotiated    Supplier    Your firm    Negotiated

III-23. A. Do the terms of sale (e.g., protein level, test weight, transportation costs, delivery point, etc.) differ between your purchases of domestically grown wheat and Canadian grown wheat?

**Durum wheat:**       No       Yes--please explain

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**Hard Red Spring wheat:**       No       Yes--please explain

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

B. Do differences in the point in the distribution system (e.g., a country elevator, a grain merchandiser, a cooperative, a grain exchange, etc.) at which you purchase domestically grown wheat and Canadian grown wheat affect price?

**Durum wheat:**                     No                     Yes--please explain

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**Hard Red Spring wheat:**    No                     Yes--please explain

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C. Given that wheat may be classified as a commodity product and substantial public price information is available, are the same types and qualities of domestically grown wheat and Canadian grown wheat usually priced the same?

**Durum wheat:**                     No--please explain    Yes

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**Hard Red Spring wheat:**    No--please explain    Yes

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III-24. A. What percent of your firm's purchases of durum wheat are made on a spot basis \_\_\_\_ (percent) versus a forward contract basis \_\_\_\_ (percent), and what percent of your hard red spring purchases are on a spot basis \_\_\_\_ (percent) versus a forward contract basis \_\_\_\_ (percent)?

B. If your firm purchases on a contract basis, please estimate the percentage of your firm's purchases that were made on the following basis.

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

For purchases of U.S. durum or hard red spring wheat:

	<u>Durum</u>	<u>Hard Red Spring</u>
Short-term contract (under 30 days)	_____	_____
Medium-term contract (between 30 and 90 days)	_____	_____
Long-term contract (over 90 days)	_____	_____
	100 %	100%

For purchases of Canadian durum or hard red spring wheat:

	<u>Durum</u>	<u>Hard Red Spring</u>
Short-term contract (under 30 days)	_____	_____
Medium-term contract (between 30 and 90 days)	_____	_____
Long-term contract (over 90 days)	_____	_____
	100 %	100%

III-25. A. Do contracts for durum wheat stipulate a fixed protein level? \_\_\_\_\_ for hard red spring wheat? \_\_\_\_\_ for hard red winter wheat? \_\_\_\_\_

B. Do contracts for durum wheat stipulate a minimum protein level? \_\_\_\_\_ for hard red spring wheat? \_\_\_\_\_ for hard red winter wheat? \_\_\_\_\_

C. Do contracts for flour stipulate a fixed protein level? \_\_\_\_\_

D. Do contracts for flour stipulate a minimum protein level? \_\_\_\_\_

III-26. Please complete the following table regarding the average delivered protein levels of wheat that you have purchased since June 2000.

<b>Average protein content (percent)</b>			
<b>Type of wheat</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>
Durum			
Hard red spring			
Hard red winter			
Other (please identify)			

III-27. A. Can millers requiring a high protein content use high protein hard red winter wheat, either directly or with wheat gluten added, instead of hard red spring wheat? \_\_\_\_\_ Please describe the conditions under which you might use hard red winter wheat for hard red spring wheat and identify target protein levels.

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

B. When milling high protein wheat into flour, what percentage of your firm's use of total hard red wheat (both summer and winter) was accounted for by hard red winter wheat in 2000/01? \_\_\_\_\_  
In 2001/02? \_\_\_\_\_ In 2002/03? \_\_\_\_\_

C. Do other variables, such as water absorption, dough elasticity, gluten strength, mixing tolerances, or dough stability differentiate flour made from hard red spring wheat from that made with hard red winter wheat?

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D. Are hard red spring wheat and hard red winter wheat priced the same at similar protein levels?

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III-28. In some competitive markets, no single firm is large enough to influence price. Some markets, however, have price leaders that can influence price because of their size or other characteristics. A price leader is a single firm (or small number of firms) that can increase or decrease price and other firms follow those price changes.

A. Is there a price leader in the domestic durum wheat market?

No       Yes--please identify the price leader and describe how and when the firm exhibited price leadership

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B. Is there a price leader in the domestic hard red spring wheat market?

No       Yes--please identify the price leader and describe how and when the firm exhibited price leadership

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C. Is there a price leader in the domestic hard red winter wheat market?

No       Yes--please identify the price leader and describe how and when the firm exhibited price leadership

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

III-29. Does the Canadian Wheat Board, any other foreign exporter, or any U.S. grain company or cooperative influence prices of any of the following in the U.S. market? durum wheat \_\_\_\_\_, hard red spring wheat \_\_\_\_\_, or hard red winter wheat \_\_\_\_\_. If yes, please describe, by product, the nature of the change and identify the mechanism and the entity that effects the change.

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III-30. Please describe any inspection or qualification that you perform with respect to consistency, dockage, moisture-adjusted protein level, test weight, vitreous kernel count, or other characteristics of durum and hard red spring wheat that you purchase? Be specific as to the type/class of wheat.

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III-31. Approximately what percent of your firm's total 2002 purchases of durum and hard red spring wheat in 2002 were inspected? \_\_\_\_\_ (percent) durum wheat and \_\_\_\_\_ (percent) hard red spring wheat.

III-32. Who conducts the inspection and who certifies product characteristics, such as those you are reporting in section V of this questionnaire (e.g., the USDA, the CGC, your own firm, the supplier, a third party (please identify))? \_\_\_\_\_

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III-33. What adjustments, if any, are made if the actual delivered quality differs from the contract quality? Please discuss both over and under attainment of quality levels and specifically address over-delivery of protein and identify foreign and domestic sources that may have over-delivered protein.

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III-34. Since June 1, 2000, have you refused to purchase wheat from any source because of quality issues?

No

Yes-- Please identify these firms, where they are located, the type and origin of the wheat, and the reasons why you did not purchase their wheat.

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

III-35. A. Since June 1, 2000, have you been able to purchase durum wheat in the desired quantity and quality from domestic sources?

- Yes       No-- Please describe your attempts to purchase wheat that could not be met domestically, including the date and amount involved.

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B. Please identify the desired quality characteristics, if any, that could not be obtained domestically.

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III-36. Does your firm purchase durum, hard red spring, or hard red winter wheat over the internet?

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

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**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED DURUM, HARD RED SPRING, AND HARD RED WINTER WHEAT**

IV-1. Please indicate the countries of origin for durum, hard red spring, and hard red winter wheat for which your firm has actual marketing/pricing knowledge.

- United States  
 Canada  
 Other countries (Please specify \_\_\_\_\_)



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

IV-2. Are imported and domestically produced durum wheat, hard red spring wheat, and hard red winter wheat used in the same applications? Please answer for all country and product 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.

\_\_\_\_\_ vs \_\_\_\_\_  Yes  
 No--Please explain below.

\_\_\_\_\_ vs \_\_\_\_\_  Yes  
 No--Please explain below.

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IV-3. Do you or your customers ever specifically order durum wheat, hard red spring wheat, or hard red winter wheat 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 durum, hard red spring, or hard red winter wheat from these countries may be preferred over product from other countries (please note the specific product in your response).

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IV-4. Are certain grades/types of durum wheat, hard red spring wheat, or hard red winter wheat 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 and the quantities purchased as a percentage of (1) your total purchases of durum wheat, (2) your total purchases of hard red spring wheat, and (3) your total purchases of hard red winter wheat.

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

IV-5. If you purchased durum wheat, hard red spring wheat, or hard red winter wheat 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 and by the type/class of wheat). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, ability to forward contract, reliability of supply, consistency, 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 durum, hard red spring wheat, and hard red winter wheat produced in each country you identified in your response to the first question in Part IV compare with the similar type of wheat 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 and product combinations and please attach any comments you care to make concerning your responses.

\_\_\_\_\_ compared to \_\_\_\_\_  
(specify country) (specify country)

Specify type of wheat \_\_\_\_\_

	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
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"/>
Lowest spot price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest forward price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dockage .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Test weight .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Moisture-adjusted protein content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vitreous kernel content .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<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"/>
Availability of forward contracts .	<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. For the factors listed below, please rate each in terms of its importance in your purchase decision for durum wheat, hard red spring wheat, and hard red winter wheat. Photocopy this page as necessary and report separately for each type of wheat.

Specify type of wheat \_\_\_\_\_

	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"/>
Lowest spot price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lowest forward price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dockage .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Test weight .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Moisture-adjusted protein content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vitreous kernel content .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<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"/>
Availability of forward contracts .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART V.-PURCHASE PRICES**

**INSTRUCTIONS:**

This section requests monthly price and quantity data for your firm's purchase prices for specific wheat products during June 2000-May 2003.

**You should complete one table for each of the wheat products shown on the next page that you purchased. Select your U.S. facility that received the largest quantity of each category of wheat shown.** Provide the product category and location of the facility selected for each product in the space provided at the top of the page. Report the following information regarding your purchase of wheat shipped to each of those facilities. Please note that it is possible that you will report these data for a different facility for each category of wheat, but that data for only a single facility should be reported for any one product category.

**Report for each product specified below that you have purchased, the quantity and net delivered price for your firm's 3 largest purchases in each month from the U.S. supplier and from suppliers of Canadian wheat (as appropriate). Consider the date of purchase to be the date on which your order was placed or contract signed. Complete a separate table for each of the three largest purchases.** The largest purchases should be determined by the total weight of the product in the transaction. In the spaces provided, provide the requested information regarding the contract specification for the listed purchases and the specifications for the product as actually delivered.

Prices reported should be in U.S. dollars per metric ton, net of all discounts and allowances. Quantities should be in metric tons. The moisture-adjusted protein content should be reported.

You must report these data for each of the specified products you purchase. In the space provided at the top of each page, please enter the product for which the data on that page are reported. **Do not mix data from more than one product or more than one facility on any page.**

**You may photocopy the pages as necessary to provide information on each of the three largest purchases of each of the specified wheat products you purchase.**

**PART V. PURCHASE PRICES—Continued**

The product specifications for which pricing data should be reported are:

**CANADIAN WHEAT ITEMS: All having a protein content between 12.8 and 14.3 percent at a moisture basis of 13.5 percent:**

**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.**

**U.S. WHEAT ITEMS: All having a protein content between 13.0 and 14.5 percent at a moisture basis of 12.0 percent.**

**PRODUCT 5: U.S. #1 Hard Red Spring Wheat.**

**PRODUCT 6: U.S. #2 Hard Red Spring Wheat.**

**PRODUCT 7: U.S. #1 Hard Amber Durum Wheat.**

**PRODUCT 8: U.S. #2 Hard Amber Durum Wheat.**

**PART V.-PURCHASE PRICES-Continued**

Please report the information separately for your 3 largest purchases of each specified product. Photocopy this page as necessary and identify the product and relative size of the purchase for which you are reporting.

Circle the product whose data are reported on this page: 1 2 3 4 5 6 7 8									Location of U.S. facility _____						
Circle the appropriate contract size: largest 2 <sup>nd</sup> largest 3 <sup>rd</sup> largest															
Month of contract	Characteristics as contracted								Characteristics as delivered						
	Quantity	Net delivered price <sup>1</sup>	Contract execution date	Contract date of delivery	Dockage	Test weight	Vitreous kernel count	Moisture adjusted protein content <sup>2</sup>	Dockage	Test weight	Vitreous kernel count	Moisture adjusted protein content <sup>2</sup>	Total quantity	Transportation costs	Total delivered price
	(m tons)	(\$/m ton)			(percent)	(lbs/bushel)	(percent)	(percent)	(percent)	(lbs/bushel)	(percent)	(percent)	(m tons)	(\$/m ton)	(\$/m ton)
<b>2000:</b>															
June															
July															
Aug.															
Sept.															
Oct.															
Nov.															
Dec.															
<b>2001:</b>															
Jan.															
Feb.															
Mar.															
Apr.															
May															

<sup>1</sup> Please note the exchange (Minneapolis, Chicago, etc.), if any, to which the contract price is tied (for each month if it differs by month).

<sup>2</sup> Moisture-adjusted protein reflects standardized moisture levels of 12% for U.S.-grown wheat and 13.5% for Canadian-grown wheat.

**PART V. PURCHASE PRICES—Continued**

Please report the information separately for your 3 largest purchases of each specified product. Photocopy this page as necessary and identify the product and relative size of the purchase for which you are reporting.

Circle the product whose data are reported on this page: 1 2 3 4 5 6 7 8

Location of U.S. facility \_\_\_\_\_

Circle the appropriate contract size: largest 2<sup>nd</sup> largest 3<sup>rd</sup> largest

Month of contract	Characteristics as contracted								Characteristics as delivered						
	Quantity	Net delivered price <sup>1</sup>	Contract execution date	Contract date of delivery	Dockage	Test weight	Vitreous kernel count	Moisture adjusted protein content <sup>2</sup>	Dockage	Test weight	Vitreous kernel count	Moisture adjusted protein content <sup>2</sup>	Total quantity	Transportation costs	Total delivered price
	(m tons)	(\$/m ton)			(percent)	(lbs/bushel)	(percent)	(percent)	(percent)	(lbs/bushel)	(percent)	(percent)	(m tons)	(\$/m ton)	(\$/m ton)
<b>2001:</b>															
June															
July															
Aug.															
Sept.															
Oct.															
Nov.															
Dec.															
<b>2002:</b>															
Jan.															
Feb.															
Mar.															
Apr.															
May															

<sup>1</sup> Please note the exchange (Minneapolis, Chicago, etc.), if any, to which the contract price is tied (for each month if it differs by month).

<sup>2</sup> Moisture-adjusted protein reflects standardized moisture levels of 12% for U.S.-grown wheat and 13.5% for Canadian-grown wheat.



**PART V. PURCHASE PRICES—Continued**

Please report the information separately for your 3 largest purchases of each specified product. Photocopy this page as necessary and identify the product and relative size of the purchase for which you are reporting.

Circle the product whose data are reported on this page: 1 2 3 4 5 6 7 8

Location of U.S. facility \_\_\_\_\_

Circle the appropriate contract size: largest 2<sup>nd</sup> largest 3<sup>rd</sup> largest

Month of contract	Characteristics as contracted								Characteristics as delivered						
	Quantity	Net delivered price <sup>1</sup>	Contract execution date	Contract date of delivery	Dockage	Test weight	Vitreous kernel count	Moisture adjusted protein content <sup>2</sup>	Dockage	Test weight	Vitreous kernel count	Moisture adjusted protein content <sup>2</sup>	Total quantity	Transportation costs	Total delivered price
	(m tons)	(\$/m ton)			(percent)	(lbs/bushel)	(percent)	(percent)	(percent)	(lbs/bushel)	(percent)	(percent)	(m tons)	(\$/m ton)	(\$/m ton)
<b>2002:</b>															
June															
July															
Aug.															
Sept.															
Oct.															
Nov.															
Dec.															
<b>2003:</b>															
Jan.															
Feb.															
Mar.															
Apr.															
May															

<sup>1</sup> Please note the exchange (Minneapolis, Chicago, etc.), if any, to which the contract price is tied (for each month if it differs by month).

<sup>2</sup> Moisture-adjusted protein reflects standardized moisture levels of 12% for U.S.-grown wheat and 13.5% for Canadian-grown wheat.

**PART VI.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest suppliers of **durum wheat** purchased during 2000-2002. 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 durum wheat that each of these suppliers accounted for in 2002.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (<u>not</u> P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 purcha- ses (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

**PART VI.--SUPPLIER IDENTIFICATION--Continued**

Please provide the names and addresses of your firm's 10 largest suppliers of **hard red spring wheat** purchased during 2000-2002. 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 hard red spring wheat that each of these suppliers accounted for in 2002.

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

**PART VI.--SUPPLIER IDENTIFICATION--Continued**

Please provide the names and addresses of your firm's 10 largest suppliers of **hard red winter wheat** purchased during 2000-2002. 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 hard red winter wheat that each of these suppliers accounted for in 2002.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (<u>not</u> P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 purcha- ses (%)</b>
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					