# **U.S. PURCHASERS' QUESTIONNAIRE**

### FROZEN WARMWATER SHRIMP FROM ECUADOR, INDIA, INDONESIA, AND VIETNAM

This questionnaire must be received by the Commission by <u>July 26, 2024.</u> See last page for instructions regarding how to file this questionnaire.

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 frozen warmwater shrimp from Ecuador, India, Indonesia, and Vietnam (Inv. Nos. 701-TA-699-702 and 731-TA-1659-1660 (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 Cindy Cohen (202-205-3230, cindy.cohen@usitc.gov).

City			State		p code _			
Website								
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☐ NO	(Sign the cert	fication below and pro	omptly return <b>onl</b> y	<b>y</b> this page	e of the qu	estionnaire t	to the Com	mission)
<b>YES</b>	(Complete all	parts of the questionn	naire, and return t	he entire	questionn	aire to the Co	ommission)	)
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#### PART I.—GENERAL INFORMATION

<u>Background</u>.--This proceeding was instituted in response to petitions filed on October 25, 2023 by the American Shrimp Processors Association, Port Arthur, Texas. Countervailing and/or antidumping duties may be assessed on the subject imports as a result of these proceedings if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce ("Commerce") makes an affirmative determination of subsidization and/or dumping.

Questionnaires and other information pertinent to this proceeding are available in the following links:

- Questionnaires: <a href="https://usitc.gov/reports/active">https://usitc.gov/reports/active</a> import injury questionnaires.
- Other information: <a href="https://ids.usitc.gov/case/8152/investigation/8505">https://ids.usitc.gov/case/8152/investigation/8505</a>.

<u>Frozen warmwater shrimp</u> covered by this proceeding includes certain frozen warmwater shrimp and prawns whether wild-caught (ocean harvested) or farm-raised (produced by aquaculture), head-on or head-off, shell-on or peeled, tail-on or tail-off, deveined or not deveined, cooked or raw, or otherwise processed in frozen form.

The frozen warmwater shrimp and prawn products included in the scope, regardless of definitions in the Harmonized Tariff Schedule of the United States (HTSUS), are products which are processed from warmwater shrimp and prawns through freezing and which are sold in any count size.

The products described above may be processed from any species of warmwater shrimp and prawns. Warmwater shrimp and prawns are generally classified in, but are not limited to, the Penaeidae family. Some examples of the farmed and wild-caught warmwater species include, but are not limited to, whiteleg shrimp (Penaeus vannemei), banana prawn (Penaeus merguiensis), fleshy prawn (Penaeus chinensis), giant river prawn (Macrobrachium rosenbergii), giant tiger prawn (Penaeus monodon), redspotted shrimp (Penaeus brasiliensis), southern brown shrimp (Penaeus subtilis), southern pink shrimp (Penaeus notialis), southern rough shrimp (Trachypenaeus curvirostris), southern white shrimp (Penaeus schmitti), blue shrimp (Penaeus stylirostris), western white shrimp (Penaeus occidentalis), and Indian white prawn (Penaeus indicus).

Frozen shrimp and prawns that are packed with marinade, spices or sauce are included in the scope. In addition, food preparations, which are not "prepared meals," that contain more than 20 percent by weight of shrimp or prawn are also included in the scope.

<sup>&</sup>lt;sup>1</sup> "Tails" in this context means the tail fan, which includes the telson and the uropods.

Excluded from the scope are: (1) breaded shrimp and prawns (HTSUS subheading 1605.21.1020); (2) shrimp and prawns generally classified in the Pandalidae family and commonly referred to as coldwater shrimp, in any state of processing; (3) fresh shrimp and prawns whether shell-on or peeled (HTSUS subheadings 0306.36.0020 and 0306.36.0040); (4) shrimp and prawns in prepared meals (HTSUS subheadings 1605.21.0500 and 1605.29.0500); (5) dried shrimp and prawns; (6) canned warmwater shrimp and prawns (HTSUS subheading 1605.29.1040); and (7) certain battered shrimp. Battered shrimp is a shrimp-based product: (1) that is produced from fresh (or thawed-from-frozen) and peeled shrimp; (2) to which a "dusting" layer of rice or wheat flour of at least 95 percent purity has been applied; (3) with the entire surface of the shrimp flesh thoroughly and evenly coated with the flour; (4) with the non-shrimp content of the end product constituting between four and ten percent of the product's total weight after being dusted, but prior to being frozen; and (5) that is subjected to individually quick frozen (IQF) freezing immediately after application of the dusting layer. When dusted in accordance with the definition of dusting above, the battered shrimp product is also coated with a wet viscous layer containing egg and/or milk, and par-fried.

The products covered by the scope are currently classified under the following HTSUS subheadings: 0306.17.0004, 0306.17.0005, 0306.17.0007, 0306.17.0008, 0306.17.0010, 0306.17.0011, 0306.17.0013, 0306.17.0014, 0306.17.0016, 0306.17.0017, 0306.17.0019, 0306.17.0020, 0306.17.0022, 0306.17.0023, 0306.17.0025, 0306.17.0026, 0306.17.0028, 0306.17.0029, 0306.17.0041, 0306.17.0042, 1605.21.1030, and 1605.29.1010. These HTSUS subheadings are provided for convenience and for customs purposes only and are not dispositive, but rather the written description of the scope is dispositive.

<u>Purchaser</u>.--Any firm engaged, either directly or through a parent company or subsidiary, in purchasing frozen warmwater shrimp from another firm that produces, imports, or otherwise distributes frozen warmwater shrimp.

<u>Reporting of information</u>.--If information is not readily available from your records, provide carefully prepared estimates. If your firm is completing more than one questionnaire (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions.

<u>Confidentiality</u>.--The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, general characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

<u>Verification</u>.--The information submitted in this questionnaire is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all files, worksheets, and supporting documents used in the preparation of the questionnaire response. Please also retain a copy of the final document that you submit.

<u>Release of information</u>.--The information provided by your firm in response to this questionnaire, as well as any other business proprietary information submitted by your firm to the Commission in connection with this proceeding, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this proceeding or other import-injury proceedings conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

I-1.	OMB statisticsPlease report the actual number of hours required and the cost to your firm of
	completing this questionnaire.

Hours	Dollars

Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, gathering data, and completing and reviewing the questionnaire. We welcome comments regarding the accuracy of this burden estimate, suggestions for reducing the burden, and any suggestions for improving this questionnaire. Please provide such comments to the Office of Investigations, import\_injury@usitc.gov.

I-2a. <u>Establishments covered.</u>--Provide the name and address of your U.S. establishment(s) covered by this questionnaire, if different from that listed on the cover page. Firms operating more than one establishment should combine the data for all establishments into a single response.

" <u>Establishment</u> "Each facility of a firm involved in the <u>purchase</u> of frozen warmwater shrimp
including auxiliary facilities operated in conjunction with (whether or not physically separate
from) such facilities.

- I-2b. <u>Stock symbol information.</u>— If your firm or parent firm is publicly traded, please specify the stock exchange and trading symbol: \_\_\_\_\_.
- I-2c. <u>External counsel.</u>— If your firm or parent firm is represented by external counsel in relation to this proceeding, having filed an entry of appearance, please specify the name of the law firm and the lead attorney(s).

Law firm:	
Lead attorney(s):	

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I-3.	OwnershipIs yo	our firm owned, in whole or i	n part, by any ot	her firm?				
	☐ No ☐ YesList the following information, relating to the ultimate parent/ow							
	Firm name	Country		Extent of owners (percent)	hip			
I-4.	domestic or forei into the United Si "Related firm" – A a firm that solely that was solely or	rs/importers/exportersDogn, that produce frozen warm tates, or export frozen warm A firm that your firm solely or jointly owned, managed, or jointly owned, managed, or anaged, or otherwise control	mwater shrimp, in water shrimp to r jointly owned, r or otherwise con totherwise controlled your firm.	mport frozen warmwater the United States? nanaged, or otherwise co trolled your firm; and/or	r shrimp ontrolled; a firm			
	Firm name	Type (i.e., producer, exporter, importer)	Country	Affiliation				
	Timiname	exporter, importer,	Country	Annacion				
<u>PART</u>	IIPURCHASES		1					
		ease identify the responsible lividual regarding the confide		•				
	Name							
	Title							
	Email							
	Tolophono							

II-1. <u>Purchases and imports.--</u>Report <u>separately</u> your firm's domestic purchases and imports of frozen warmwater shrimp.

"Purchase" – Purchase from a U.S. entity such as a U.S. producer, a U.S. importer, or other U.S. firm.

"Import" – Purchase directly from a foreign supplier and your firm is the importer of record.

Note-- Please report quantities in 1,000 pounds, not actual pounds (e.g., if your firm purchased 100,000 pounds, report "100" in the appropriate cell).

	2021	2022	2023	January— March 2024
Item	(	Quantity (in 1	,000 pounds)	•
Purchases of frozen warmwater shrimp produced				
in—				
United States				
Ecuador: Industrial Pesquera Santa Priscila S.A.				
Ecuador: Sociedad Nacional de Galapagos C.A.				
Ecuador: All other suppliers				
India				
Indonesia: PT Bahari Makmur Sejati				
Indonesia: PT Makmur Sejati				
Indonesia: All other suppliers				
Vietnam: Soc Trang Seafood Joint Stock Company				
Vietnam: All other suppliers				
All other countries <sup>1</sup>				
Sources unknown <sup>2</sup>				
Total purchases	0	0	0	0

<sup>&</sup>lt;sup>2</sup> Please indicate the firm(s) from which you purchased this merchandise:

Table continued on next page.

### II-1. Purchases and imports.--Continued.

Note-- Please report quantities in 1,000 pounds, not actual pounds (e.g., if your firm purchased 100,000 pounds, report "100" in the appropriate cell).

	2021	2022	2023	January— March 2024
Item		Quantity (in 1	,000 pounds)	
Imports of frozen warmwater shrimp from— Ecuador: Industrial Pesquera Santa Priscila S.A.				
Ecuador: Sociedad Nacional de Galapagos C.A.				
Ecuador: All other suppliers				
India				
Indonesia: PT Bahari Makmur Sejati				
Indonesia: PT Makmur Sejati				
Indonesia: All other suppliers				
Vietnam: Soc Trang Seafood Joint Stock Company				
Vietnam: All other suppliers				
All other countries <sup>1</sup>				
Total imports <sup>2</sup>	0	0	0	0
1		<u> </u>	<u> </u>	·

<sup>&</sup>lt;sup>1</sup> Please identify these countries:

<sup>&</sup>lt;sup>2</sup> If your firm imported frozen warmwater shrimp at any time since January 1, 2021, please also complete and return a U.S. importers' questionnaire in this proceeding.

II-2. Changes in purchasing patterns.-- Please indicate whether the shares of your firm's purchases of frozen warmwater shrimp steadily decreased, fluctuated but ended lower, were constant, fluctuated but ended higher, or steadily increased since January 1, 2021 from the listed sources. Explain the reasons for any changes (and if your firm's purchases fluctuated, please also report the time periods in which your firm's purchases increased and those in which they decreased).

Select one box per row.

Source of purchases	Did not purchase	Steadily increased	Fluctuated up	No change	Fluctuated down	Steadily decreased	Explanation for trend
United States							
Ecuador							
India							
Indonesia							
Vietnam							
All other countries							
Sources unknown							

### II-3. Purchasing subject imports rather than domestic products.—

(a) Since January 2021, did your firm import and/or purchase imports of frozen warmwater shrimp from subject countries instead of purchasing U.S.-produced frozen warmwater shrimp? Respond for each subject country and listed supplier.

Source	Yes (also respond to parts (b) and (c))	No (If "No" for all suppliers, skip to next question)
Ecuador: Industrial Pesquera Santa Priscila S.A.		
Ecuador: Sociedad Nacional de Galapagos C.A.		
Ecuador: All other suppliers		
India		
Indonesia: PT Bahari Makmur Sejati		
Indonesia: PT Makmur Sejati		
Indonesia: All other suppliers		
Vietnam: Soc Trang Seafood Joint Stock Company		
Vietnam: All other suppliers		

- II-3. Purchasing subject imports rather than domestic products.—Continued.
  - (b) If you responded "Yes" to part (a), was the imported product priced lower than the domestic product?

Source	Yes	No
Ecuador: Industrial Pesquera		
Santa Priscila S.A.		
Ecuador: Sociedad Nacional		
de Galapagos C.A.		
Ecuador: All other suppliers		
India		
Indonesia: PT Bahari		
Makmur Sejati		
Indonesia: PT Makmur Sejati		
Indonesia: All other suppliers		
Vietnam: Soc Trang Seafood	П	
Joint Stock Company		
Vietnam: All other suppliers		

# II-3. Purchasing subject imports rather than domestic products.—Continued.

(c) If you responded "Yes" to part (a), was price a primary reason for importing and/or purchasing subject imports rather than domestic product?

Source	Yes	If Yes, estimate the quantity of imports purchased and/or imported instead of domestic product since January 2021 (in 1,000 pounds)	No	If No, please indicate the reason your firm imported and/or purchased imports instead of domestic product
Ecuador: Industrial Pesquera Santa Priscila S.A.				
Ecuador: Sociedad Nacional de Galapagos C.A.				
Ecuador: All other suppliers				
India				
Indonesia: PT Bahari Makmur Sejati				
Indonesia: PT Makmur Sejati				
Indonesia: All other suppliers				
Vietnam: Soc Trang Seafood Joint Stock Company				
Vietnam: All other suppliers				
If the quantity reported a	above e	exceeds the total quant	ity repo	orted in II-1, please explain.

### II-4. U.S. producers and import competition.—

(a) Since January 1, 2021, in connection with a sale or offer to sell frozen warmwater shrimp to your firm, did U.S. producers reduce their prices of domestically produced frozen warmwater shrimp in order to compete with lower-priced imports of frozen warmwater shrimp from the subject countries? Respond for each subject country.

Source	Yes (also respond to question part (b))	No (If "No" for all countries, skip to next question)	Don't know
Ecuador: Industrial Pesquera Santa Priscila S.A.			
Ecuador: Sociedad Nacional de Galapagos C.A.			
Ecuador: All other suppliers			
India			
Indonesia: PT Bahari Makmur Sejati			
Indonesia: PT Makmur Sejati			
Indonesia: All other suppliers			
Vietnam: Soc Trang Seafood Joint Stock Company			
Vietnam: All other suppliers			

# II-4. <u>U.S. producers and import competition</u>.—*Continued*.

(b) If your firm responded "yes" to any of the above countries, please provide an estimate of the reduction in U.S. producers' prices and any additional explanations.

Source	Estimated reduction in U.S. prices (percent)	Additional explanation, including such information as timing (e.g., months/years), frequency of price reductions, or other market/competitive factors
Ecuador: Industrial Pesquera Santa Priscila S.A.	%	
Ecuador: Sociedad Nacional de Galapagos C.A.	%	
Ecuador: All other suppliers	%	
India	%	
Indonesia: PT Bahari Makmur Sejati	%	
Indonesia: PT Makmur Sejati	%	
Indonesia: All other suppliers	%	
Vietnam: Soc Trang Seafood Joint Stock Company	%	
Vietnam: All other suppliers	%	

II-5.	Country knowledgePlease indicate whether your firm has experience or is otherwise familian
	with frozen warmwater shrimp produced in the following countries.

United States	Ecuador	India	Indonesia	Vietnam	Other countries	Other countries (specify)

II-6. <u>Supplier identification</u>.--Please list your firm's <u>FIVE</u> largest suppliers for frozen warmwater shrimp since January 1, 2021, by quantity. Also, provide the share of the quantity of your firm's total purchases of frozen warmwater shrimp that each of these suppliers accounted for in 2023.

No.	Supplier's name	City and state	Share of quantity of 2023 purchases
1			%
2			%
3			%
4			%
5			%

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

III-1.	Firm typeWhich of the following best describes your firm as a purchaser of frozen warmwater
	shrimp (check all that apply)?

Category	Check if applicable							
End user								
Food processor								
Restaurant chain								
Restaurant (other)								
Other end user								
Distributor								
Food service (broadline)								
Other distributor/wholesaler								
Retailer								
Grocery chain								
Big box store								
Other retailer								

If your firm is a distributor of frozen warmwater shrimp, please answer questions III-2 and III-3.

III-2. <u>Competition for sales</u>.--Does your firm compete for sales to customers with the manufacturers or importers from which your firm purchases frozen warmwater shrimp?

No	Yes	If yes, please describe.

III-3. <u>Types of customers.</u>--What are the major types of customers to which your firm sells frozen warmwater shrimp?

Food processors	Food service/ restaurants	Retailers	Other	If other, please describe.

If your firm is an end user of frozen warmwater shrimp, please answer questions III-4 and III-5.

III-4. <u>End uses.</u>--List the top 3 products your firm makes using frozen warmwater shrimp and estimate the percent of your <u>total production cost</u> that is accounted for by frozen warmwater shrimp and by other inputs (such as labor, energy, and other raw materials).

	Share of total cost in each of the product(s) your firm produces accounted for by				<b>Total</b> (should	
Product(s) your firm produces	Frozen warmwater shrimp		Other inputs		sum to 100.0% across)	
	%	+	%	II	0.0 %	
	%	+	%	Ш	0.0 %	
	%	+	%	=	0.0 %	

III-5.	Demand for	end-use	products
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(a) Has the demand for your firm's final products incorporating frozen warmwater shrimp steadily decreased, fluctuated but ended lower, were constant, fluctuated but ended higher, or steadily increased since January 1, 2021?

Select one answer.

Steadily increased	Fluctuated up	Constant	Fluctuated down	Steadily decreased

(b) Has this had any effect on your firm's demand for frozen warmwater shrimp?

No	Yes	Explain

		No		YesPle	ease fill o	ut the tab	le.		
Substitute			F	hich this		Have changes in the price of this substitu affected the price for frozen warmwater shr			
			End use in which this substitute is used			No	Yes	Explanation	
1.									
2.									
3.									
III-7. one box	known) for changed, fl trends (inc	frozen uctuate uding t ed thes	warm ed but the mo se cha	nwater shrin ended low onths or yea nges in den	np steadi er, or ste ars of any nand (inc	ly increas adily decr changes) luding any	ed, fl ease and imp	uctuated but of disince Januar describe the pacts of the CO	he United States (if ended higher, not by 1, 2021? Explain any principal factors that DVID-19 pandemic).
one box	known) for changed, fl trends (inc have affect	frozen uctuate uding t ed thes	warmed but	nwater shrin ended lowe onths or yea	np steadi er, or ste ars of any	ly increas adily decr changes)	ed, fl ease and imp	uctuated but on the since Januar describe the p	ended higher, not ry 1, 2021? Explain any principal factors that DVID-19 pandemic).
one box <b>Ma</b> i	known) for changed, fl trends (inc have affect per row.	frozen uctuate uding t ed thes	warmed but the mose cha	nwater shring ended low onths or year nges in den	np steadi er, or ste ars of any nand (inc	ly increas adily decr changes) luding any	ed, fl ease and imp	uctuated but of disince Januar describe the pacts of the CO  Steadily	ended higher, not y 1, 2021? Explain any orincipal factors that
one box <b>Ma</b> i nin the U	known) for changed, fl trends (inc have affect per row.	frozen uctuate uding t ed thes	warmed but the mose cha	nwater shring ended low onths or year nges in den	np steadi er, or ste ars of any nand (inc	ly increas adily decr changes) luding any	ed, fl ease and imp	uctuated but of disince Januar describe the pacts of the CO  Steadily	ended higher, not ry 1, 2021? Explain any principal factors that DVID-19 pandemic).
one box <b>Ma</b> i nin the U	known) for changed, flatrends (inchave affects per row.  rket United States United States Country pr	frozen uctuate uding t ed thes  Stea incr	warmed but the mose cha adily rease	Fluctuate up  Do you or yountry or co	np steadier, or stears of any nand (inc	ly increas adily decr changes) luding any  Fluctuate down  ———————————————————————————————————	ed, flease, and rimp	uctuated but of disince Januar describe the pacts of the CO  Steadily decrease	ended higher, not by 1, 2021? Explain any crincipal factors that cVID-19 pandemic).  Explanation and factors warmwater shrimp cources of supply?

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III-9.	Decisions based on producer and country-of-origin How often does your firm, and if known,
	do your customers, make purchasing decisions involving frozen warmwater shrimp based on its
	producer or country of origin?

Item	Always	Usually	Sometimes	Never	If at least sometimes, explain noting the producers and/or countries.				
Decision based on producer									
Your firm									
Your customers									
Decision based on country of origin									
Your firm									
Your customers									

III-10. Importance of purchasing domestic product.--Please fill out the table below, estimating the share of your firm's total 2023 purchases of frozen warmwater shrimp that required frozen warmwater shrimp produced in the United States.

	Estimated share of your firm's total 2023 purchases of frozen warmwater shrimp
Purchases that did not require domestic product	%
Purchases that were required by law or regulation to be domestic product (e.g., government purchases under "Buy American" provisions)	%
Purchases that were not required by law or regulation, but were required by your customers to be domestic product	%
Purchases that were required to be domestic product for other reasons	
(explain:)	%
Total (should sum to 100.0%)	0.0 %

III-11. <u>Business cycles.</u>—Is the frozen warmwater shrimp market subject to business cycles, either during the year or across years? If yes, describe.

No	Yes	If yes, please describe, including any changes since January 1, 2021.

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III-12.	<u>Conditions of competition</u> Is the frozen warmwater shrimp market subject to conditions of competition distinctive to frozen warmwater shrimp other than the business cycles described in the previous question? If yes, describe.							
	No	Y	es If	yes, ple	ease (	describe, including any changes since January 1, 202	1.	
III-13.		<b>d</b> since .				nilability of frozen warmwater shrimp in the U.S. mark	et	
	Availa	bility in marke		S. No	Yes	Please explain, noting the countries and reasons fo changes.	r the	
	U.Spr	oduced	produc	t 🗌				
	Subjec	t import	ts					
	Nonsul	bject im	ports					
III-14.	Supply	<u>constra</u>	ints.—					
	(a) Has any firm refused, declined, or been unable to supply your firm with frozen warmwater shrimp between January 1, 2021 and October 25, 2023 (examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, being unable to meet timely shipment commitments, etc.)?						new	
		No	Yes	If yes, p		e describe, including the reason, timing, and duratio	n of the	
	(b)	Has and 25, 202	•	xperien	ced a	any supply constraints since the petition was filed on (	October	
		No	Yes	If yes, p		e describe, including the reason, timing, and duratio	n of the	

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III-15.	<u>Availability of specific product types</u> Are certain grades/types/sizes of frozen warmwashrimp only available from certain country sources?									
	No	Yes		, please identi rom those cou	•	ies and the	grades/ty	pes/sizes availa	ble	
III-16.	<u>Purcha</u>	sing freq	uency							
	(a)	How fre one)?	quently	does your firm	make purch	ases of froze	n warmw	ater shrimp (che	ck	
		Daily	Weekly	Monthly	Quarterly	Annually	Other	If other, specify	V	
	(b)	Has this	purchas	ing frequency	changed sinc	e January 1,	2021?			
		No	Yes	If yes, please	describe.					
III-17.	Raw m	aterial pr	ices.—							
		our firm r rmwater		with the prices	for raw mat	erials used ir	n the prod	duction of frozen		
		No	o	<b>Yes</b> – please	answer (b)					
			]		]					
				aw material p mwater shrim			negotiati	ons or contracts	to	
		No	Voc F	vnlain						

U.S. Pu	rchasers	Question	naire - <b>Fro</b>	zen warmwater shrimp (Final)	Page 20	
III-18.				etedHow many suppliers of frozen warmwater shrimp does e making a purchase? Between and firms	s your	
III-19.				your firm's purchases of frozen warmwater shrimp usually in firm and suppliers of frozen warmwater shrimp?	volve	
	No	Yes		plain the factors your firm generally negotiates and note w n quotes competing prices during negotiations.	hether	
III-20.	Change i	n supplie	e <b>rs</b> Has yo	our firm changed suppliers since January 1, 2021?		
	No	Yes		ease list the supplier(s), whether the firm was added or dro easons for the change.	pped,	
III-21.	-		•	rare of any new suppliers, either foreign or domestic, that ha nuary 1, 2021?	ve	
	No	Yes	If yes, ple	ease identify the firms.		
III-22.				rou require your suppliers to be or to become certified or quant to your firm?	alified to	
	<ul> <li>If yes, provide the following information.</li> <li>The number of days required to qualify a new supplier.</li> <li>A general description of the certification or qualification process. Also, a brief description of the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.).</li> </ul>					
	No	Yes	Number of days	Certification/qualification process and factors considered		

III-23.	Failure to certifySince January 1, 2021, have any domestic or foreign producers failed in their
	attempts to certify or qualify their frozen warmwater shrimp with your firm or have any
	producers lost their approved status?

No	If yes, please identify these producers, the countries where they are located, and the reasons why they failed or lost the certification/qualification.

III-24.	Major purchasing factorsPlease list, in order of their importance, the main factors your firm
	considers in deciding from whom to purchase frozen warmwater shrimp (examples include
	availability, extension of credit, contracts, price, quality, range of supplier's product line,
	traditional supplier, etc.).

1.		
2.		
3.		
Ple	ase list any other factors that are very important in your purchase decisions:	

III-25. <u>Purchasing factors.</u>—Please rate the importance of the following factors in your firm's purchasing decisions for frozen warmwater shrimp.

Factor	Very important	Somewhat important	Not important
Availability			
Availability of cooked shrimp			
Availability of farm-raised			
Availability of wild-caught			
Availability of IQF			
Availability of block frozen			
Availability of other freezing types			
Count size			
Delivery terms			
Delivery time			
Discounts offered			
Minimum quantity requirements			
Packaging			
Payment terms			
Price			
Product consistency			
Product range			
Quality meets industry standards			
Quality exceeds industry standards			
Reliability of supply			
Technical support/service			
U.S. transportation costs			

III-26.	<b>Quality characteristics.</b> What characteristics does your firm consider when evaluating the quality of frozen warmwater shrimp?					
III-27.	Interchange that is applie	-			ght shrim	<b>p.</b> —Please answer the question below
	· ·			t purchasers: ised shrimp?	How ofte	en do consumers distinguish between
	Not applicable	Always	Usually	Sometimes	Never	Please explain.
(b) <u>Distributors and wholesaler purchasers</u> raised for wild-caught and vice versa?		ers: How	often do your customers accept farmed-			
	Not applicable	Always	Usually	Sometimes	Never	Please explain.
	• • • • • • • • • • • • • • • • • • • •	-	-	eers: How ofte production pr		caught and farm-raised shrimp used
	Not applicable	Always	Usually	Sometimes	Never	Please explain.

U.S. Purchasers' Questionnaire - Frozen warmwater shrimp (Fig.	ina	าล
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III-28. <u>Interchangeability of raw and cooked shrimp.</u>— How often can raw unpeeled, raw peeled, and cooked frozen warmwater shrimp be used interchangeably?

Please indicate A, F, S, N, or 0 in the table below:

- A = the products are *always* interchangeable
- F = the products are *frequently* interchangeable
- S = the products are *sometimes* interchangeable
- N = the products are *never* interchangeable
- 0 = *no familiarity* with products

Product type	Raw peeled	Cooked
Raw unpeeled		
Raw peeled		

III-29. Minimum quality.--How often does frozen warmwater shrimp from the following countries meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never	Don't know
United States					
Ecuador					
India					
Indonesia					
Vietnam					
Other:					
If your response varies by specific foreign producers in the subject countries, please explain:					

III-30. <u>Frequency of decisions based on price</u>.--How often does your firm purchase the frozen warmwater shrimp that is offered at the lowest price?

Always	Usually	Sometimes	Never

U.S. Purchasers' Questionnaire - Frozen warmwater shrimp (Fig.	na
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III-31. <u>Price leaders.</u>--A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader is not necessarily the lowest-priced supplier.

Please list the names of any firms you have considered price leaders in the frozen warmwater shrimp market since January 1, 2021.

Firm(s) Describe how the firm(s) exhibited price leadership	

III-32. Role of section 301 tariffs.-- Did the tariffs on Chinese-origin products under section 301, or changes in these tariffs, have an impact on the frozen warmwater shrimp market in the United States, including any effects on frozen warmwater shrimp cost, price, supply, and/or demand, since January 1, 2021?

Yes	No	Don't know

If yes, please describe the impact on cost, price, supply, and/or demand, and include the timing of such impacts.	

#### PART IV.—PRODUCT COMPARISONS

IV-1. <u>Interchangeability.</u>—How often is frozen warmwater shrimp produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)?

Please indicate A, F, S, N, or 0 in the table below:

A = the products from a specified country-pair are *always* interchangeable

F = the products are *frequently* interchangeable

S = the products are *sometimes* interchangeable

N = the products are *never* interchangeable

0 = no familiarity with products from a specified country-pair

Country-pair	Ecuador	India	Indonesia	Vietnam	Other countries	
United States						
Ecuador						
India						
Indonesia						
Vietnam						
For any country-pair producing frozen warmwater shrimp that is <i>sometimes</i> or <i>never</i>						

For any country-pair producing frozen warmwater shrimp that is *sometimes* or *never* interchangeable, identify the country-pair and explain the factors that limit or preclude the interchangeable use of frozen warmwater shrimp produced in the countries:

Would your responses above for comparisons involving Ecuador, Indonesia, or Vietnam vary significantly depending on the foreign supplier of the product (specifically Industrial Pesquera Santa Priscila S.A. (Ecuador), Sociedad Nacional de Galapagos C.A. (Ecuador), PT Bahari Makmur Sejati (Indonesia), Soc Trang Seafood Joint Stock Company (Vietnam), and Thong Thuan Company Limited (Vietnam))?

No	Yes	If yes, please identify the country-pair comparison(s) with such supplier- based differences, identify the specific foreign supplier(s), and describe how your response would differ for each supplier and comparison.

IV-2. **Factors other than price.**—How often are differences other than price (e.g., quality, availability, transportation network, product range, technical support, *etc.*) between frozen warmwater shrimp produced in the United States and in other countries a significant factor in your firm's purchases of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = no familiarity with products from a specified country-pair

Country-pair	Ecuador	India	Indonesia	Vietnam	Other countries
United States					
Ecuador					
India					
Indonesia					
Vietnam					
For any country na	ir for which fact	are ather then	orico oro alman	or fraguantly	cignificant

For any country-pair for which factors other than price are *always* or *frequently* a significant factor in your firm's purchases of frozen warmwater shrimp, identify the country-pair and the relevant factors other than price, and report the advantages or disadvantages imparted by such factors:

Would your responses above for comparisons involving Ecuador, Indonesia, or Vietnam vary significantly depending on the foreign supplier of the product (specifically Industrial Pesquera Santa Priscila S.A. (Ecuador), Sociedad Nacional de Galapagos C.A. (Ecuador), PT Bahari Makmur Sejati (Indonesia), Soc Trang Seafood Joint Stock Company (Vietnam), and Thong Thuan Company Limited (Vietnam))?

No	Yes	If yes, please identify the country-pair comparison(s) with such supplier- based differences, identify the specific foreign supplier(s), and describe how your response would differ for each supplier and comparison.

IV-3. <u>Factor country comparisons.</u>—For the factors listed below, please rate how frozen warmwater shrimp produced in each country you identified in your response with which you are familiar, as reported in question II-5, compares with frozen warmwater shrimp produced in each of the other countries with which you are familiar. *If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.* 

Factor	Product from United States compared to product from Ecuador			Product from <u>United States</u> compared to product from <u>India</u>			<u>Uni</u> con pro	rom ates d to rom sia	
Availability									
Availability of cooked shrimp									
Availability of farm-raised									
Availability of wild-caught									
Availability of IQF									
Availability of block frozen									
Availability of other freezing types									
Count size									
Delivery terms									
Delivery time									
Discounts offered									
Minimum quantity requirements									
Packaging									
Payment terms									
Price <sup>1</sup>									
Product consistency									
Product range									
Quality meets industry standards									
Quality exceeds industry standards									
Reliability of supply									
Technical support/service									
U.S. transportation costs <sup>1</sup>									

<sup>&</sup>lt;sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-3. <u>Continued.</u> If you are unfamiliar with the product from a particular country, please leave the boxes for those country comparisons blank.

boxes for those country comparisons blank.								
	<u>Un</u> compa	Product from <u>United States</u> compared to product from <u>Vietnam</u>				Product fron <u>United State</u> compared to pro from <u>Nonsubject cour</u>		
Factor	Superior	Comparable	Inferior		Superior	Comparable	Inferior	
Availability								
Availability of cooked shrimp								
Availability of farm-raised								
Availability of wild-caught								
Availability of IQF								
Availability of block frozen								
Availability of other freezing types								
Count size								
Delivery terms								
Delivery time								
Discounts offered								
Minimum quantity requirements								
Packaging								
Payment terms								
Price <sup>1</sup>								
Product consistency								
Product range								
Quality meets industry standards								
Quality exceeds industry standards								
Reliability of supply								
Technical support/service								
U.S. transportation costs <sup>1</sup>								
<sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has								

<sup>&</sup>lt;sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

IV-3.	Continued.

Would your responses above for comparisons involving Ecuador, Indonesia, or Vietnam vary significantly depending on the foreign supplier of the product (specifically Industrial Pesquera Santa Priscila S.A. (Ecuador), Sociedad Nacional de Galapagos C.A. (Ecuador), PT Bahari Makmur Sejati (Indonesia), Soc Trang Seafood Joint Stock Company (Vietnam), and Thong Thuan Company Limited (Vietnam))?

No	Yes	If yes, please identify the country-pair comparison(s) with such supplier- based differences, identify the specific foreign supplier(s), and describe how your response would differ for each supplier and comparison.

#### PART V.—ADDITIONAL INFORMATION

V-1.	Other explanationsIf your firm would like to further explain a response to any question for which a narrative response box was not provided, please note the question number and the explanation in the space provided below.

# **HOW TO FILE YOUR QUESTIONNAIRE RESPONSE**

This questionnaire is available as a "fillable" form in MS Word format on the Commission's website at:

https://usitc.gov/reports/active import injury questionnaires.

**Please do not attempt to modify the format or permissions of the questionnaire document**. Please submit the completed questionnaire using one of the methods noted below. If your firm is unable to complete the MS Word questionnaire or cannot use one of the electronic methods of submission, please contact the Commission for further instructions.

• <u>Upload via Secure Drop Box</u>.—Upload the MS Word questionnaire along with a scanned copy of the signed certification page (page 1) through the Commission's secure upload facility:

Web address: <a href="https://usitc.gov/qportal">https://usitc.gov/qportal</a> Pin: FWWS

• E-mail.—E-mail the MS Word questionnaire to <a href="cindy.cohen@usitc.gov">cindy.cohen@usitc.gov</a>; include a scanned copy of the signed certification page (page 1). Submitters are strongly encouraged to encrypt nonpublic documents that are electronically transmitted to the Commission to protect your sensitive information from unauthorized disclosure. The USITC secure drop-box system and the Electronic Document Information System (EDIS) use Federal Information Processing Standards (FIPS) 140-2 cryptographic algorithms to encrypt data in transit. Submitting your nonpublic documents by a means that does not use these encryption algorithms (such as by email) may subject your firm's nonpublic information to unauthorized disclosure during transmission. If you choose a non-encrypted method of electronic transmission, the Commission warns you that the risk of such possible unauthorized disclosure is assumed by you and not by the Commission.

**If your firm** does not purchase this product, please fill out page 1, print, sign, and submit a scanned copy to the Commission.

<u>Parties to this proceeding</u>.—If your firm is a party to this proceeding, it is required to serve a copy of the completed questionnaire on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties may be obtained from the Commission's Secretary (202-205-1802). A certificate of service must accompany the completed questionnaire your firm submits (see 19 CFR § 207.7).