U.S. PURCHASERS' QUESTIONNAIRE

CERTAIN PASTA FROM ITALY AND TURKEY

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 May 1, 2007

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping and countervailing duty order reviews concerning certain dry pasta from Italy and Turkey (inv. Nos. 701-TA-365-366 and 731-TA-734-735 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Steve Trost (202-205-3220, steven.trost@usitc.gov).

Name of fi	rm				
Address					
City		State		Zip Code	
World Wie	de Web address				
Has your fir January 1, 2		ined in the instruction b	bookle	t) from <u>any</u> source at any time since	
□NO	(Sign the certification below a	and promptly return only	this pa	ge of the questionnaire to the Commission)	
☐ YES	(Read the instruction booklet questionnaire to the Commiss			he questionnaire, and return the entire late indicated above)	
		CERTIFICATIO	N		
ucted by the Comm rdingly.) knowledge that in mission, its emplo taining the record tigations relating	nission on the same or similar formation submitted in this yees, and contract personnel is of these reviews or related	r merchandise. (If you questionnaire respon l who are acting in th proceedings for which ons of the Commission	u do no nse an ne capo h this i	other import-injury investigations or revolved consent to such use, please note the conditional throughout these reviews may be unacity of Commission employees, for devinformation is submitted, or in internal uant to 5 U.S.C. Appendix 3. I understate	ertification sed by the veloping or audits and
ne and Title of A	uthorized Official				
ature of Authori	zed Official		Date		
				Ext.:	

Phone

Fax

E-mail address

PART I.—GENERAL INFORMATION

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-1a.		lease report below the actual number of hours required and the cost to your firm of preparing the eply to this questionnaire and completing the form.						
			hours	dollars				
I-1b.	We are interested in any come the clarity of specific question the above address.							
I-2.	Provide the name and address the instruction booklet for re the stock exchange and tradi	porting guidelines). If your						
I-3.	Is your firm owned, in whole	e or in part, by any other firm	n?					
	☐ No ☐ YesList the following information							
	Firm name	Address		tent of vnership				

PART I.--GENERAL INFORMATION--Continued

exporting certa	ain dry pasta from	Italy or Turkey to the United S	tates?		
☐ No	YesList the	following information			
Firm name		Address	<u>Affiliation</u>		
•	certain dry pasta?	firms, either domestic or foreign following information	gn, which are engaged in		
Firm name	Tes Elst the	Address	<u>Affiliation</u>		
			_		
In Part III of this questionnaire we request a copy of your company's business plan. Does y company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for dry pasta?					
☐ No		provide the requested docume ted documents, please explain			

PART II.—TRADE AND RELATED INFORMATION

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of dry pasta. Report based on delivery date, not order date.

(<i>Quantity</i> in 1,000 pounds, <i>value</i> in \$1,000)								
	Calendar year				Jan	Mar.		
Item	2001	2002	2003	2004	2005	2006	2006	2007
Purchases of dry pasta produced in the United States								
Quantity								
Value								
Purchases of certain dry pasta produced in Italy								
Quantity								
Value								
Purchases of certain dry pasta produced in Turkey								
Quantity								
Value								
Purchases of certain dry pasta from all other sources ¹								
Quantity								
Value								
Purchases of other dry pasta from all sources ²								
Quantity								
Value								
¹ Please identify these countries								
² Please identify these countries	:							

II-2. If the relative levels of your firm's purchases of dry pasta from different sources (both domestic and foreign) have changed since January 1, 2001, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason
	-	

PART II.—TRADE AND RELATED INFORMATION--Continued

II-3.	(a)	Did your firm purchase certain dry pasta from Italy before January 1, 2001?
		☐ No Skip to (c) ☐ Yes
	(b)	If yes, has your pattern of purchasing certain dry pasta from Italy changed since January 1, 2001?
		☐ No, our pattern of purchasing is essentially unchanged
		Yes, we discontinued purchases from Italy because of the order.
		Yes, we reduced purchases from Italy because of the order.
		Yes, but we changed the pattern of purchases from Italy for reasons other than the order
		(please explain below).
	(c)	Did your firm purchase certain dry pasta from Turkey before January 1, 2001?
		☐ No Skip to (e) ☐ Yes
	(d)	If yes, has your pattern of purchasing certain dry pasta from Turkey changed since January 1, 2001?
		☐ No, our pattern of purchasing is essentially unchanged
		Yes, we discontinued purchases from Turkey because of the order.
		Yes, we reduced purchases from Turkey because of the order.
		Yes, but we changed the pattern of purchases from Turkey for reasons other than the order
		(please explain below).
	(e)	Has your pattern of purchasing certain dry pasta from nonsubject foreign sources changed since January 1, 2001?
		☐ We did not purchase from nonsubject foreign sources before or after the orders
		☐ No, our pattern of purchasing is essentially unchanged.
		Yes, we increased purchases from nonsubject countries because of the orders.
		Yes, but we changed the pattern of purchases from nonsubject countries for reasons other than
		the order (please explain below).

Which of the following best describes your firm apply)?	m as a purchaser of dry pasta (check all that
Retail chain store	Retail specialty store
☐ Wholesale club	☐ Warehouse distributor
Specialty distributor	☐ Direct store distributor
☐ Institution	End user in the food service market (e.g., a restaurant)
☐ End user in the industrial market (e.g., a m	anufacturer of prepared foods containing pasta)
Other (please specify)	<u></u>
(a) If your firm is a distributor or reseller of dry which you sell dry pasta?	y pasta, what are the major types of consumers to
(b) Do you compete for sales to your customer you purchase dry pasta?	s with the manufacturers or importers from which
	order of quantity of dry pasta consumed, the top 3 sta as a component part or input. Please indicate for by dry pasta.
Product you produce	Percent of cost accounted for by dry pasta
(a) If your firm is an end user of dry pasta, has incorporating dry pasta changed since January	
☐ Increased ☐ Unchanged	Decreased
(b) Has this had any effect on your firm's dem	and for dry pasta?

□ No	be been any changes in the end uses of dry pasta since January 1, 2001? Yes—Please describe.
Do you an	ticipate any changes in terms of the end uses of dry pasta in the future?
□ No	Yes— -Please describe and identify the time period. Provide any unde assumptions, along with relevant portions of business plans or other suppo documentation, that address this issue.
(a) Please	list in order of importance any products that may be substituted for dry pasta.
(i)	
(ii)	
(iii)	
	ch possible substitute product, please give examples of applications and end use are substitutes.
(c) Have c	hanges in the prices of these products affected the price for dry pasta
☐ No	Yes—Please explain.
	e been any changes in the number or types of products that can be substituted for January 1, 2001?
☐ No	☐ Yes— -Please explain.

III-9.	Do you anticipate any changes in terms of the substitutability of other products for dry pasta in the future?							
	□ No	Yes—Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.						
III-10a.	How has deman	and within the United States for dry pasta changed since January 1, 2001?						
	☐ Increased	☐ Unchanged ☐ Decreased						
	Other (descri	ribe)						
	What were the	principal factors affecting changes in demand?						
	How has deman	and outside the United States for dry pasta changed since January 1, 2001?						
	☐ Increased	☐ Unchanged ☐ Decreased						
	Other (describe)							
	What were the principal factors affecting changes in demand?							
III-10b.		has low-carbohydrate/high-protein diets (e.g, the Atkins diet) impacted demand the United States and, if known, the rest of the world?						
III-11.	Do you anticipate any future changes in dry pasta demand in the United States and, if known, the rest of the world?							
	□ No	No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.						

III-12.	Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss dry pasta demand and/or factors affecting dry pasta demand in (1) United States, (2) each of the other major producing/consuming countries, including Italy and Turkey, and (3) the world as a whole. Of particular interest are such data from January 1, 2001 to the present and forecasts for the future.
III-13.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced dry pasta in the U.S. market since January 1, 2001?
	☐ No ☐ YesPlease note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
III-14.	Is buying a product that is produced in the United States an important factor in your firm's
	purchases of dry pasta (please check ALL that apply)? No
	Yes-Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of dry pasta.
	Yes-Purchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of dry pasta
	Yes-Purchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of dry pasta.

111-15.	(a) Is the dry pasta market subject to business cycles or conditions of competition distinctive to dry pasta?						
	☐ No ☐ Yes—Please explain and provide estimates of the duration of any such cycle.						
	(b) Has the emergence of new markets for dry pasta since January 1, 2001 affected the business cycles or conditions of competition distinctive to dry pasta?						
	☐ No ☐ Yes—Please explain any such things.						
III-16.	Who are your major competitors?						
III-17.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving dry pasta based on the producer of the dry pasta you purchase?						
	Your firm:						
	Your customers						
	If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.						
	Your firm:						
	Your customers:						

III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving dry pasta based on the country of origin of the dry pasta you purchase?							
	Your firm:	Always	Usually	Sometimes	Never			
	Your customers	Always	Usually	Sometimes	Never			
	If at least sometimes, I why this information i		ow your firm o	your customers	determine the producer and			
	Your firm:							
	Your customers:							
III-19	(a) How frequently do you make purchases?							
	☐ Daily ☐ Wee	kly	nthly Qu	arterly A	Annually			
	Other (specicy)							
	(b) Do you expect this purchasing pattern to change in the next two years?							
	□ No □ Yes-	-How and why	do you expect	these changes to	occur?			
III-20.	How many suppliers d	o you generally	contact before	making a purcha	use?			
	-							

∐ No	Yes—Please describe these negotiations. In your response, please comment or whether purchasers generally quote competing prices as part of the negotiation process.
	your firm tend to vary its purchases from a given supplier within a specified time perio the price offered for that period?
□ No	☐ Yes—Specify the time period.
Have you	1 changed suppliers since January 1, 2001?
□ No	Yes—Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.
	ou aware of any new suppliers, either foreign or domestic, that have entered the market uary 1, 2001?
☐ No them.	☐ Yes—Please identify the firms and indicate how you became aware of
(b) Do yo	ou expect new dry pasta suppliers to enter the market in the future?

III-24a.	Do you require your suppliers to become certified or prequalified with respect to the quality, safety, or other performance characteristic of the dry pasta they sell to your firm?					
	☐ No	Yes	_ percent of purch	ases in 2006	YesAll purchases	
	Please provide a required.	a general descr	iption of the certif	ication or qualifica	ation process and the time	
III-24b.	. If you purchase	organic pasta	what qualification	/ certification requ	uirements do you use?	
III-25.					w supplier (e.g., quality of o certify or qualify a new	
III-26.		dry pasta with YesPleas	your firm or have se identify these firm	any producers lost	led in their attempts to certify their approved status?	
				certification/qualif		
III-27.					wances (often referred to as e for shelf space or general	
	□ No			ypically paid (for e of time, free cases	example, lump sum payment, of dry pasta)?.	

III-28.	Does your firm dictate the amounts of slotting fees to your vendors of dry pasta or are there negotiations or bidding involved in the setting of these fees?
III-29.	Are slotting fees based on individual products (e.g., dry pasta) or are they based on all products purchased by your company?
III-30.	(a) What is the average amount of slotting fees paid for dry pasta?
	(b) Are these fees paid annually, quarterly, monthly?
	(c) What factors determine the amount of the slotting fees (e.g., shelf placement, number of facings, brand names, etc.)
III-31.	Are slotting fees negotiated for a single store location or for all stores within a chain?
III-32.	If slotting fees are negotiated and paid separately for each store location (operating within a chain of stores), do these fees differ depending on the location of the store?
III-33.	Does lack of payment of slotting fees influence the positions in which you place dry pasta products?
	☐ No ☐ Yes—If yes, please explain.
III-34.	Has your firm ever refused to carry a particular dry pasta product because the producer or distributor refused to pay slotting fees or similar charges?
	☐ No ☐ Yes—If yes, describe the instance, including the name of the product line and the approximate date of the occurrence.

111-35.	different types/sizes/forms of pasta) or "tier pricing" (i.e., pasta products are grouped into tiers and each tier receives the same price)?
III-36.	Does your firm use line pricing for its sales of dry pasta? No Yes
	Does your firm use tier pricing for its sales of dry pasta? No Yes
	If yes, does the type of pricing practice that your firm uses depend on the type of practice used by the supplier of dry pasta (e.g., your firm uses line pricing because the supplier from whom you buy pasta uses line pricing)?
	☐ Yes ☐ No
	If no, how does your firm determine the prices for different sizes/types/forms of dry pasta?

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

III-37. For the factors listed below, please rate each in terms of its importance in your purchase decision for dry pasta.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price			
Minimum qty requirements			
Packaging			
Product consistency			
Quality meets industry standards			
Quality exceeds industry standards			
Product range			
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			

III-38.	Please list, in order of their importance, the three major factors generally considered by your fin deciding from whom to purchase dry pasta for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications industry standards, range of supplier's product line, traditional supplier, etc.).	
	(i)	
	(ii)	
	(iii)	
	Other factors or comments: ()	
III-39.	What characteristics does your firm consider when determining the quality of dry pasta?	
		-
III-40.	Are there actual physical quality differences between dry pasta from different suppliers or are quality differences a factor of brand image? In your response, please identify any actual physidifferences, noting the relevant suppliers and the country of origin.	ical
		_
III-41.	How often does your firm purchase the dry pasta that is offered at the lowest price?	
	☐ Always ☐ Usually ☐ Sometimes ☐ Never	
III-42a.	Please list the names of any firms you considered price leaders in the dry pasta market since January 1, 2001. 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 significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.	e a
		_
		_

III-42b	. Please describe how the above firm(s) exhibited price leadership.
III-43.	How frequently does the price of the dry pasta you are purchasing change?
III-44.	Does your firm purchase dry pasta over the internet?
	☐ No ☐ Yes Please describe, noting the estimated percentage of your firm's total purchases of dry pasta in 2006 accounted for by internet purchases.
III-45.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. dry pasta industry since January 1, 2001 and explain fully, to the extent possible, the factor(s), including the orders under review, that was/(were) responsible for each improvement/change.
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. dry pasta industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.
III-46.	What do you think will be the likely effects of any revocation of the antidumping and countervailing duty orders for imports of certain dry pasta from Italy and Turkey? As appropriate, please discuss any potential effects of revocation of the antidumping and countervailing duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary
	(1) Activities of your firm:
	(2) Entire U.S. Market:

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

IV-1.		the countries of ing knowledge.	origin for dry pas	sta for which you	r firm has actual	
	United Stat	es (all dry pasta)				
	☐ Italy (certain	in dry pasta)				
	Turkey (cer	rtain dry pasta)				
	Other coun	tries (certain dry	pasta) Please spe	ecify:		
	Other coun	tries (other dry pa	asta) Please speci	fy:		
IV-2.	physically be u the products fro products are fro interchangeable	used in the same a som a specified concequently interchate, "N" to indicate	applications)? Plountry-pair are alvingeable, "S" to in	ease indicate beloways interchange andicate that the pass are never interc	nterchangeable (i. ow, using "A" to it able, "F" to indict roducts are somethangeable, and "Communication of the communication of the c	indicate that ate that the times
	Country-pair	United States (all dry pasta)	Italy (certain dry pasta)	Turkey (certain dry pasta)	Other certain (certain pasta from all other sources)	Other (Other dry pasta from all sources)
	United States					
	Italy					
	Turkey					
	Other certain					
	1 For any co	ountry-pair producing tors that limit or pre	ng dry pasta which i clude interchangea	is sometimes or ne	ver interchangeabl	e, please

U.S. Purchasers' Questionnaire – Pasta $(701-365 (2^{nd} Review))$

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

No	YesPlease 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 dry pasta from these countries is preferred over product from other countries (please note the specific product in your response).
	ades/types/sizes of dry pasta available from only a single source (domestic or ding both subject and nonsubject countries)?
No	YesPlease identify the source (producer and/or country) and the grade/type/style.
other source intry, inclu- ssibilities m	sed dry pasta from one source although a comparable product was available from e at a lower price, please explain your reasons for doing so (please specify by ding the United States and both subject and nonsubject foreign countries). night include transaction characteristics such as length of time to fill orders, er size, reliability of supply, etc.
7	rou purchase ther source intry, inclusions in the source intry, inclusions in the source in the sour

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

IV-6. For the factors listed below, please rate how dry pasta produced in each country you identified in your response to the first question in Part IV compares with dry pasta produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior to product from another

<u>Electronic submissions</u>: For <u>each</u> country comparison manually <u>copy</u> and <u>paste IV-6 in a new page</u> in this document as necessary. (At the end of IV-6, insert a page break (Menu: Insert-Break-Page break), copy IV-6 and paste in the new page.

	SUPERIOR	COMPARABLE	INFERIOR
Availability			
Color			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Lower price			
Lower U.S. transportation costs			
Minimum quantity requirements			
Packaging			
Product consistency			
Product range			
Quality meets industry standards			
Quality exceeds industry standards			
Reliability of supply			
Technical support/service			
Other (specify)			

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

IV-7.	(a)	How often does domes for your uses or your co		ta meet minimum quality	specifications
		Always	Usually	Sometimes	Never
	(b)		ed subject certain pasta uses or your customers'	from Italy meet minimun uses?	n quality
		Always	Usually	Sometimes	Never
	(c)		ed subject certain pasta uses or your customers'	from Turkey meet minim uses?	um quality
		Always	Usually	Sometimes	Never
	(d)	Italy and Turkey, and o	other dry pasta from all s	ain dry pasta from countri ources (see Instructions I your uses or your custom	Booklet)) dry
		Country:			
		Always	Usually	Sometimes	Never
		Country:			
		Always	Usually	Sometimes	Never
		Country:			
		Always	Usually	Sometimes	Never

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

V-8.	(a) Since January 1, 2001, has there been a change in the price of dry pasta? If so, has the price of U.Sproduced dry pasta changed more or less than the price of imported certain dry pasta from Italy and Turkey?
	☐No change in price
	Prices have changed by the same amount
	Price of U.Sproduced dry pasta has changed relative to the price of certain dry pasta from Italy
	Price of U.Sproduced dry pasta has changed relative to the price of certain dry pasta from Turkey
	(b) If the price of U.Sproduced all dry pasta has changed relative to the price of certain dry pasta from Italy, the price of U.Sproduced dry pasta is now relatively
	☐ Higher ☐ Lower
	(c) If the price of U.Sproduced all dry pasta has changed relative to the price of certain dry pasta from Turkey, the price of U.Sproduced dry pasta is now relatively
	Higher Lower

PART V.—SUPPLIER IDENTIFICATION

V-1. Please list the suppliers from which you have purchased dry pasta since January 1, 2001 and approximate the percentage of your dry pasta purchases each accounted for in 2006

No.	Firm name	Percentage of purchases
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		