

PROCESSORS' QUESTIONNAIRE
KOSHER CHICKEN 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 December 16, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning kosher chicken from Canada (inv. No. 731-TA-1062 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm processed kosher chicken (as defined in the instruction booklet) at any time since January 1, 2000?</p> <p><input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
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CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout 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

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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

Support Oppose Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes No (that is, I do not wish my position on the petition to be made public)

I-4. 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 II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm process other products on the same equipment and machinery used in the processing of kosher chicken?

No Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): _____

Products processed on same equipment and share of total processing in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Kosher chicken	_____	_____	_____
_____	_____	_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your processing capabilities.

II-5. Does your firm process other products using the same production and related workers employed to process kosher chicken?

No Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products processed using the same workers and share of total processing in 2002 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Kosher chicken	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the processing of kosher chicken?

No Yes--Name firm: _____

Describe the details of the toll agreement: _____

II-7. Does your firm process kosher chicken in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____

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

II-8. Does your firm process *non-kosher chicken*?

No Yes--Report the quantity processed (in 1,000 pounds).

2000: _____

2001: _____

2002: _____

January-September 2003: _____

II-9. Approximately what quantity (in 1,000 pounds) of the weight of U.S.-grown live chickens that you **acquired** (i.e., do not use the finished product weight) for chicken processing in 2002 went into each of the following:

Weight quantity (in 1,000 pounds)

Production of subject product (see definition of kosher chicken in instruction booklet) _____

Other products (e.g., chicken wings and livers and such processed chicken products as chicken bologna and chicken nuggets etc) _____

Waste that was discarded or given away _____

Total weight (should equal 100% of chicken acquired) _____

II-10. Is kosher chicken processed in Canada processed identically to the kosher chicken processed in the United States?

Yes No--Explain any differences in processing between Canadian kosher chicken and kosher chicken processed in the United States.

II-11. Since January 1, 2000, has your firm imported kosher chicken?

No Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

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

II-12. Report your firm's processing capacity, processing quantity, shipments, inventories, and employment related to the production of kosher chicken in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
AVERAGE PROCESSING CAPACITY ¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PROCESSING QUANTITY (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS: ³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
Kosher retailers					
Non-kosher retailers					
Kosher non-retailers (restaurants, institutions, consumers)					
Non-kosher non-retailers (restaurants, institutions, consumers)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					

¹ The processing capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate processing capacity, and explain any changes in reported capacity (use additional pages as necessary). Please include the pounds per chicken conversion factor used to calculate capacity.

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:

³ Identify your principal export markets: _____

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus processing quantity, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No--Please explain: _____

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

II-13. U.S. shipments of kosher chicken, by type.--Report your firm's U.S. shipments (commercial shipments plus internal consumption plus transfers to related firms) of the following types of kosher chicken processed in your U.S. establishment(s) during 2002 by quantity and value. These data should sum to the total U.S. shipments reported on the previous page.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>	
Item	Calendar year 2002
Kosher whole chicken:	
<i>Quantity</i>	
<i>Value</i>	
Kosher chicken cut up in pieces:	
<i>Quantity</i>	
<i>Value</i>	
Kosher chicken legs (thighs and drumsticks):	
<i>Quantity</i>	
<i>Value</i>	
Kosher chicken breasts (bone in):	
<i>Quantity</i>	
<i>Value</i>	
Kosher chicken breasts (boneless):	
<i>Quantity</i>	
<i>Value</i>	
Total:	
<i>Quantity</i>	
<i>Value</i>	
<p><u>Reconciliation of data.</u>--Please note that the quantities and values reported above should equal the total quantity and value of U.S. commercial shipments plus internal consumption plus transfers to related firms for kosher chicken reported on the previous page. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain:</p>	

II-14. If you reported transfers to related firms in question II-12, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-15. U.S. shipments of kosher chicken, by type and temperature.--Report your firm's U.S. shipments (commercial shipments plus internal consumption plus transfers to related firms) of the following types of kosher chicken, by temperature, processed in your U.S. establishment(s) during 2002 by quantity and value. These data should sum to the total U.S. shipments reported on the previous page.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>	
Item	Calendar year 2002
Fresh kosher whole chicken or kosher chicken cut up in pieces:	
<i>Quantity</i>	
<i>Value</i>	
Chilled kosher whole chicken or kosher chicken cut up in pieces:	
<i>Quantity</i>	
<i>Value</i>	
Frozen kosher whole chicken or kosher chicken cut up in pieces:	
<i>Quantity</i>	
<i>Value</i>	
Fresh kosher chicken legs (thighs and drumsticks) and breasts (bone in and boneless):	
<i>Quantity</i>	
<i>Value</i>	
Chilled kosher chicken legs (thighs and drumsticks) and breasts (bone in and boneless):	
<i>Quantity</i>	
<i>Value</i>	
Frozen kosher chicken legs (thighs and drumsticks) and breasts (bone in and boneless):	
<i>Quantity</i>	
<i>Value</i>	
Total:	
<i>Quantity</i>	
<i>Value</i>	
<p><u>Reconciliation of data.</u>--Please note that the quantities and values reported above should equal the total quantity and value of U.S. commercial shipments plus internal consumption plus transfers to related firms for kosher chicken reported on page 6. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain:</p> <p>_____</p> <p>_____</p>	

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

II-16. If you reported inventories in question II-12, please report the shelf life (in number of days) below:

Fresh kosher chicken: _____ days

Chilled kosher chicken: _____ days

Frozen kosher chicken: _____ days

II-17. Other than direct imports, has your firm otherwise purchased kosher chicken since January 1, 2000? (See definitions in the instruction booklet.)

No Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF KOSHER CHICKEN FROM--					
CANADA:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. _____ _____					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____					

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

II-18. FARMER IDENTIFICATION

Please identify below the names and addresses of the 20 largest chicken farmers that supplied chicken to your processing plant 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 supply of kosher chicken that each of these farmers supplied in 2002.

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

No.	Supplier's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					

II-19. Do you own any chicken farms?

No

Yes--What percentage of your chickens was supplied from chicken farms you own in 2002? _____

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Fry (202-708-4157 or jfry@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?
List the names, titles, and phone numbers (including extensions) of the people who actually prepared and/or have actual knowledge of this response.

Company contact: _____

Name and title			
	Ext.		
Phone No.	Fax No.	E-mail address	

Your company's World Wide Website: _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
If your fiscal year changed during the periods examined, explain below:

- B. 1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10K's)? Please check relevant items below.
- Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
- Monthly ___ quarterly ___ semi-annually ___ annually ___
- Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request your company to submit copies of your financial statements including internal profit/loss statements.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.)

III-4. Describe briefly your submission methodology, including allocation basis, if any, particularly for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you processed in the facilities in which you processed kosher chicken and provide the share of net sales accounted for by other products in your most recent fiscal year:

<u>Product(s)</u>	<u>Share of sales</u>
Chicken wings, necks, gizzards, livers, hearts and other offal	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on kosher chicken.--Report the revenue and related cost information requested below on the **kosher chicken** operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on kosher chicken and the values of the property, plant, and equipment used in the production of kosher chicken. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

III-8. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of kosher chicken from Canada?

- No Yes--My firm has experienced actual negative effects as follows:
- Cancellation, postponement, or rejection of expansion projects
 - Denial or rejection of investment proposal
 - Reduction in the size of capital investments
 - Rejection of bank loans
 - Lowering of credit rating
 - Problem related to the issue of stocks or bonds
 - Other (specify) _____

III-9. Does your firm anticipate any negative impact of imports of kosher chicken from Canada?

- No Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Eric Forden (202-205-3235).

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

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2000-September 2003:

Product 1.—Bulk pack fresh 3-pound kosher whole chickens

Product 2.—Bulk pack fresh 3.5 pound kosher whole chickens

Product 3.—Bulk pack fresh boneless, skinless, kosher chicken breasts

Product 4.—Bulk pack frozen boneless, skinless, kosher chicken breasts

Please note that total dollar values should be f.o.b. U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART IV.--PRICING AND RELATED INFORMATION--Continued

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

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 Product 2 Product 3 Product 4

<i>(Quantity in pounds, value in dollars)</i>		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of kosher chicken (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-B-3. What are your firm's typical sales terms for its U.S.-produced kosher chicken (e.g., 2/10 net 30 days)? _____
 On what basis are your prices of domestic kosher chicken usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

IV-B-4. Approximately what shares of your firm's volume of sales of its U.S.-produced kosher chicken in 2002 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

IV-B-7. What is the average lead time (in days) between a customer's order and the date of delivery for your firm's sales of your U.S.-produced kosher chicken?

Source	Share of 2002 sales	Lead time (in days)
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of kosher chicken that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's kosher chicken?

- Northeast Mid-Atlantic Midwest Southeast
- Southwest Rocky Mountains West Coast Northwest
- National Other (describe) _____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-10. (a) Please list in order of importance any products that may be substituted for kosher chicken.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for kosher chicken?

No Yes--To what degree do changes in their prices affect the price for kosher chicken? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of kosher chicken (e.g., whole, legs, breasts, fresh, chilled, or frozen)?

IV-B-11. How has the demand within the United States (and outside the United States if known) for kosher chicken changed since January 1, 2000? What principal factors affect changes in demand?

Increased Unchanged Decreased

IV-B-12. Have there been any significant changes in the product range or marketing of kosher chicken since January 1, 2000?

No Yes--Please describe.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-13. Does your firm sell kosher chicken over the internet?

No Yes—Please describe, noting the estimated percentage of your firm's total sales of kosher chicken in 2002 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14. Is kosher chicken produced in the United States and in other countries interchangeable (i.e., can it physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Canada	Other countries
United States			
Canada			
Other countries			

¹ For any country-pair producing kosher chicken which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-15. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between kosher chicken produced in the United States and in other countries a significant factor in your firm's sales of the product? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Canada	Other countries
United States			
Canada			
Other countries			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of kosher chicken, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-C.--CUSTOMER IDENTIFICATION

Please identify below the names and addresses of your firm's 10 largest customers for kosher chicken 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 shipments of kosher chicken that each of these customers accounted for in 2002.

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

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

Since January 1, 2000: Did your firm lose sales of **Kosher Chicken** to imports of these products from **Canada**?

Yes No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product (e.g. whole chicken, legs, breasts, fresh, chilled, or frozen)	Date of quote	Quantity (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)