

PRODUCERS' 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)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip Code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced dry pasta (as defined in the instruction booklet) at any time since January 1, 2001?</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, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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CERTIFICATION

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

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews 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

Signature of Authorized Official

Date

E-mail address

Phone *Ext.:* *Fax*

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 50 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. 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-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 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 continuation of the antidumping and countervailing duty orders currently in place for subject certain dry pasta from Italy and Turkey? Please indicate and explain.

Order/Country	Support	Oppose	Take no position	Please explain (use additional pages as necessary)-
Antidumping: Italy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Countervailing duty: Italy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

PART I.—GENERAL INFORMATION—Continued

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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain dry pasta from Italy or Turkey into the United States or which are engaged in exporting certain dry pasta from Italy or Turkey to the United States?

No Yes--List the following information

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

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain dry pasta from countries **other than** Italy and Turkey into the United States or which are engaged in exporting certain dry pasta from countries **other than** Italy or Turkey to the United States?

No Yes--List the following information

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

PART I.—GENERAL INFORMATION—Continued

I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain dry pasta?

No Yes--List the following information

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

I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your 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 Yes---Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Michael Szustakowski (202-205-3188, mgs@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

II-2. Has your firm experienced any change in the character of its operations or organization relating to the production of dry pasta since January 1, 2001?

- | | |
|--|---------------------------------------|
| <input type="checkbox"/> Plant openings | <input type="checkbox"/> Relocations |
| <input type="checkbox"/> Expansions | <input type="checkbox"/> Acquisitions |
| <input type="checkbox"/> Consolidations | <input type="checkbox"/> Closures |
| <input type="checkbox"/> Prolonged Shutdowns ¹ | <input type="checkbox"/> Other |
| <input type="checkbox"/> Revised labor agreements ² | |

¹ Reasons include strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization.

² Changes in wages, benefits, or work rules; or any other change in labor agreements.

Please supply details as to the time, nature, and significance of any such changes, and provide underlying assumptions, together with relevant portions of business plans, public corporate filings or other internal documentation, that address this issue in the space below.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of dry pasta in the future?

- No Yes---Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce dry pasta (in 1,000) for 2007 and 2008.**

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of dry pasta in the future if the antidumping and countervailing duty orders on certain dry pasta from Italy and Turkey were to be revoked?

- No Yes---Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-5. Has your firm since January 1, 2001 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of dry pasta and/or using the same production and related workers employed to produce dry pasta?

- No
- Yes--List the following information and report your firm's combined production capacity and production of these products and dry pasta in the periods indicated.

Basis for allocation of capacity and employment data (indicate if different) (e.g., sales):

<u>Product</u>	<u>Percent</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

II-6. Please describe the constraint(s) that set the limit(s) on your dry pasta production capacity.

II-7a. Is your firm able to switch production between dry pasta and other products in response to a relative change in the price of dry pasta vis-a-vis the price of other products, using the same equipment and labor?

- No
- Yes--Please identify the other products, the approximate time and cost involved in switching, the minimum relative price change required for your firm to switch production to or from dry pasta, and any constraints.

PART II.—TRADE AND RELATED INFORMATION--Continued

II-10a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **dry pasta** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	2001	2002	2003	2004	2005	2006
Average production capacity¹ (quantity)						
Beginning-of-period inventories (quantity)						
Production (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						
Value ² of transfers						
Export shipments:³						
Quantity of exports						
Value of exports						
End-of-period inventories⁴ (quantity)						
Channels of distribution:						
U.S. shipments to distributors (quantity)						
U.S. shipments to end users/retailers (quantity)						
Employment data:						
Average number of PRWs (number)						
Hours worked by PRWs (1,000 hours)						
Wages paid to PRWs (value)						
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).						
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, <i>et cetera</i>) and provide value data using that basis for 2001-2006 below:						
³ Identify, by quantity, your principal export markets for 2006: Country: _____, _____ % of exports; Country: _____, _____ % of exports; Country: _____, _____ % of exports; All other countries: _____, _____ % of exports.						
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?						
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

PART II.—TRADE AND RELATED INFORMATION--Continued

II-10b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **dry pasta** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>Quantity (in 1,000 pounds) and value (in \$1,000)</i>		
Item	January-March 2006	January-March 2007
Average production capacity¹ (quantity)		
Beginning-of-period inventories (quantity)		
Production (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		
Value ² of transfers		
Export shipments:³		
Quantity of exports		
Value of exports		
End-of-period inventories⁴ (quantity)		
Channels of distribution:		
U.S. shipments to distributors (quantity)		
U.S. shipments to end users/retailers (quantity)		
Employment data:		
Average number of PRWs (number)		
Hours worked by PRWs (1,000 hours)		
Wages paid to PRWs (value)		
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). _____ _____		
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, <i>et cetera</i>) and provide value data using that basis for Jan.-Mar. 2006 and Jan.-Mar. 2007 below: _____ _____		
³ Identify, by quantity, your principal export markets for Jan.-Mar. 2007: Country: _____, _____ % of exports; Country: _____, _____ % of exports; Country: _____, _____ % of exports; All other countries: _____, _____ % of exports.		
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

PART II.—TRADE AND RELATED INFORMATION--Continued

II-11. CHANNELS OF DISTRIBUTION.--Report your firm's **estimated quantity and value** of U.S. shipments of the **dry pasta** produced by your firm in your U.S. establishment(s). (See definitions in the instruction booklet.)

Quantity (in 1,000 pounds) and value (in \$1,000)				
Item	2001		2006	
	Quantity	Value	Quantity	Value
Retail market:				
Retail grocery store/chains				
Mass merchandisers				
Wholesale clubs				
Specialty distributors				
Direct store delivery distributors (DSDs)				
Wholesale distributors				
Other or unknown retail ¹				
Food service market:				
Restaurant/cafeterias				
Institutional users				
Food service distributors				
Other or unknown food service ²				
Industrial use (including your company transfers):				
Soup (canned and dry)				
Shelf-stable prepared pasta dishes				
Dry macaroni & cheese mixes				
Other or unknown industrial ³				
Shipments to other U.S. producers⁴				
TOTAL⁵				
¹ Please identify: _____				
² Please identify: _____				
³ Please identify: _____				
⁴ Shipments to other U.S. producers of pasta, such as under toll agreements or "co-packing" agreements.				
⁵ Total should equal the total quantity of U.S. shipments (commercial and internal consumption/company transfers) reported for question II-9a.				

PART II.—TRADE AND RELATED INFORMATION--Continued

II-14. Other than direct imports, has your firm otherwise purchased dry pasta since January 1, 2001?
(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						Jan.-Mar.	
	2001	2002	2003	2004	2005	2006	2006	2007
PURCHASES FROM U.S. IMPORTERS² OF CERTAIN DRY PASTA FROM--								
Italy:								
Quantity								
Value								
Turkey:								
Quantity								
Value								
All other countries:								
Quantity								
Value								
PURCHASES FROM U.S. IMPORTERS² OF OTHER DRY PASTA FROM ALL SOURCES								
Quantity								
Value								
PURCHASES FROM DOMESTIC PRODUCERS OF ALL DRY PASTA:²								
Quantity								
Value								
PURCHASES FROM OTHER SOURCES OF ALL DRY PASTA:²								
Quantity								
Value								
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>								
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. <hr/> <hr/>								

PART II.—TRADE AND RELATED INFORMATION--Continued

II-15. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of dry pasta?

No Yes--Name firm(s): _____.

II-16. Does your firm produce dry pasta in a foreign trade zone (FTZ)?

No Yes--Identify FTZ(s): _____.

II-17. Since January 1, 2001, has your firm imported dry pasta?

No Yes-- **COMPLETE AND RETURN A U.S. IMPORTERS' QUESTIONNAIRE**

II-18. Describe the significance of the existing antidumping and countervailing duty orders covering imports of certain dry pasta from Italy or Turkey in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-19. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of dry pasta in the future if the antidumping and countervailing duty orders on certain dry pasta from Italy or Turkey were to be revoked?

No Yes---Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.—FINANCIAL INFORMATION

Address questions on this part of the questionnaire to David Boyland (202-708-4725, david.boyland@usitc.gov).

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

Company contact: _____
 Name and title

() _____
 Phone number E-mail address

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 period 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 dry pasta:

2. Does your firm prepare profit/loss statements for dry pasta:

Yes No

3. How often did your firm (or parent company) prepare financial statements (including annual reports and 10Ks)? Please check relevant items below.

4. Audited, unaudited, annual reports, 10Ks, 10Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes dry pasta, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

PART III.—FINANCIAL INFORMATION--Continued

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

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

<u>Products</u>	<u>Share of sales</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-6. Does your company receive inputs (raw materials, labor, energy, or any other services) used in the production of dry pasta from any related company?

Yes--Continue to question III-7 below. No—Continue to question III-10 below.

III-7. In the space provided below, identify the inputs related to the production of dry pasta that your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm.

<u>Input</u>	<u>Related party</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

III-8. With respect to the related companies identified in response to question III-7 above, are their financial statements consolidated with your firm's financial statements? (In other words, are profits or losses arising from intercompany transactions eliminated?)

Yes--Continue to question III-9 below. No—Continue to question III-10 below.

PART III.—FINANCIAL INFORMATION--Continued

III-9. All intercompany profit on inputs purchased from related parties that is eliminated pursuant to formal financial statement consolidation should also be eliminated from the costs reported to the Commission in question III-11 (Operations on dry pasta); i.e., costs reported in question III-11, to the extent that they reflect inputs purchased from related parties, should only reflect the related party's cost and not include an associated profit component. Reasonable methods for determining and eliminating the associated profit on inputs purchased from related parties are acceptable.

Has your firm complied with the Commission's instructions regarding costs associated with inputs purchased from related parties?

Yes No—Please contact David Boyland at 202-708-4725.

III-10. For each annual and interim period for which financial results are reported in III-11 (Operations on dry pasta), please attach a separate schedule that identifies the period-specific amount of non-recurring charges, the expense/cost line items where the associated charges are included, and a brief description of the charge(s). Non-recurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's dry pasta operations.

PART III.—FINANCIAL INFORMATION--Continued

III-11a. Operations on dry pasta.--Report the revenue and related cost information requested below on the dry pasta operations of your U.S. establishment(s).¹ Do not report resales of product. 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 six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
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						
Continued Dumping and Subsidy Offset Act funds received						
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. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

PART III.—FINANCIAL INFORMATION--Continued

III-11b. Operations on dry pasta.--Report the revenue and related cost information requested below on the dry pasta operations of your U.S. establishment(s).¹ Do not report resales of product. 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.

Quantity (in 1,000 pounds) and value (in \$1,000)		
Item	January-March 2006	January-March 2007
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		
Continued Dumping and Subsidy Offset Act funds received		
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. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

PART III.—FINANCIAL INFORMATION--Continued

III-12a. Operations on dry pasta – commercial (trade) sales only.—For commercial (trade) sales only, report the revenue and related cost information requested below on the dry pasta operations of your U.S. establishment(s).¹ Do not report resales of product. Input purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right (III-12a), and for the specified interim periods (III-12b). If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Net sales quantities:²						
Commercial (trade) sales						
Net sales values:²						
Commercial (trade) sales						
Cost of goods sold:						
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						
Continued Dumping and Subsidy Offset Act funds received						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
¹ Include only commercial (trade) 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. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

PART III.—FINANCIAL INFORMATION--Continued

III-12b. Operations on dry pasta – commercial (trade) sales only.—For commercial (trade) sales only, report the revenue and related cost information requested below on the dry pasta operations of your U.S. establishment(s).¹ Do not report resales of product. Input purchases from related firms must be at cost. Provide data for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact David Boyland at (202) 708-4725 before completing this section of the questionnaire.

Quantity (in 1,000 pounds) and value (in \$1,000)		
Item	January-March 2006	January-March 2007
Net sales quantities:²		
Commercial (trade) sales		
Net sales values:²		
Commercial (trade) sales		
Cost of goods sold:		
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		
Continued Dumping and Subsidy Offset Act funds received		
All other income items		
All other income or expenses, net		
Net income or (loss) before income taxes		
Depreciation/amortization included above		
¹ Include only commercial (trade) 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. ³ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

PART III.—FINANCIAL INFORMATION--Continued

III-13a. Asset values.--Report the total assets associated with the production, warehousing, and sale of dry pasta. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Value of	_____	_____	_____	_____	_____	_____
Assets associated with the production, warehousing, and sale of product						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in progress)						
E. Short-term investments						
F. Prepaid expenses						
G. Property held for sale						
H. Other (describe _____)						
I. Total current assets (lines 1.A. through 1.H.)						
2. Notes receivable						
3. Long-term investments						
4. Property, plant, and equipment						
A. Original cost of property, plant and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
5. Goodwill						
6. Other (describe _____)						
7. Other (describe _____)						
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)						

PART III.—FINANCIAL INFORMATION--Continued

III-13b. Asset values.--Report the total assets associated with the production, warehousing, and sale of dry pasta as of the end of the specified period.

(Value in \$1,000)		
Value of	January-March 2006	January-March 2007
Assets associated with the production, warehousing, and sale of product		
1. Current assets:		
A. Cash and equivalents		
B. Accounts receivable, net		
C. Inventories (finished goods)		
D. Inventories (raw materials and work in progress)		
E. Short-term investments		
F. Prepaid expenses		
G. Property held for sale		
H. Other (describe _____)		
I. Total current assets (lines 1.A. through 1.H.)		
2. Notes receivable		
3. Long-term investments		
4. Property, plant, and equipment		
A. Original cost of property, plant and equipment		
B. Less: Accumulated depreciation		
C. Equals: Book value of property, plant, and equipment		
5. Goodwill		
6. Other (describe _____)		
7. Other (describe _____)		
8. Total assets (lines 1.I., 2, 3, 4.C., 5, 6, and 7)		

PART III.—FINANCIAL INFORMATION--Continued

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on dry pasta. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

Value (in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenditures						

Value (in \$1,000)		
Item	January-March 2006	January-March 2007
Capital expenditures		
Research and development expenditures		

PART IV.—PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Steve Trost (202-205-3220, steven.trost@usitc.gov)

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

Company contact: _____
Name and title

() _____
Phone number E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2001-March 2007. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits. In addition, report separately for sales to retail grocery stores and sales to distributors

Product 1.—Brand-name dry non-egg spaghetti (in 1 lb. pkg)

Product 2.—Brand name dry non-egg rigatoni (in 1 lb. pkg)

Product 3.—Brand-name dry non-egg angel hair pasta (in 1 lb. pkg)

Product 4.—Private-label dry non-egg spaghetti (in 1 lb. pkg)

PART IV.—PRICING AND MARKET FACTORS—Continued

IV-2a. Report the quarterly price data for pricing products below for sales to retail grocery stores.

(Quantity in 1000 pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value¹	Quantity	Value¹	Quantity	Value¹	Quantity	Value¹
2001								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2002								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2003								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2004								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2005								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2006								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								

¹ 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.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

PART IV.—PRICING AND MARKET FACTORS—Continued

IV-2b. Report the quarterly price data for pricing products below for sales to distributors.

(Quantity in 1000 pounds, value in dollars)								
Period of shipment	Product 1		Product 2		Product 3		Product 4	
	Quantity	Value¹	Quantity	Value¹	Quantity	Value¹	Quantity	Value¹
2001								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2002								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2003								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2004								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2005								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2006								
Jan.-Mar.								
Apr.-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								

¹ 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.

Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:

Product 1: _____

Product 2: _____

Product 3: _____

Product 4: _____

PART IV.—PRICING AND MARKET FACTORS—*Continued*

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS

IV-B-1. Please describe how your firm determines the prices that it charges for sales of dry pasta (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. Are prices for different shapes/forms of dry pasta determined differently? For example, does your firm use “tier pricing” in which products are grouped into tiers and each tier receives a similar price or “line pricing” where prices are the same for all product forms?

IV-B-3. If your firm uses tier pricing, please answer the following questions.

(a) Please list the tiers that your firm uses for its sales of dry pasta and the products that are included in each of those tiers.

What factors determine which products are included in each tier?

IV-B-4. If your firm uses line pricing, please answer the following questions.

Does your firm use line pricing for all customers, or does your firm use line pricing only on a customer specific basis? If your firm only uses line pricing for some of its customers, please list the type(s) of customers for which this method of pricing is used.

IV-B-5. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-6. What are your firm's typical sales terms for its U.S.-produced dry pasta (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic dry pasta usually quoted (e.g., f.o.b., warehouse, or delivered)? _____.

IV-B-7. Approximately what share of your firm's sales of its U.S.-produced dry pasta in 2006 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)?

<u>Type of sale</u>	<u>Share of sales (percent)</u>
Long term contracts	_____
Short term contracts	_____
Spot sales	_____

IV-B-8. 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? _____

IV-B-9. 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-10. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced dry pasta?

Source	Share of 2006 sales	Lead time
From inventory	_____	_____
Produced to order	_____	_____
Total	100 %	_____

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

- IV-B-11. (a) What is the approximate percentage of the total delivered cost of dry pasta that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
- Your firm or purchaser
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-12. What is the geographic market area in the United States served by your firm's dry pasta? (check all the apply)

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

IV-B-13. Describe the end uses of the dry pasta that you manufacture. For each end-use product, what percentage of the total cost is accounted for by dry pasta?

<u>Type of pasta and end use</u>	<u>Share of total cost (percent)</u>
_____	_____
_____	_____
_____	_____
_____	_____

IV-B-14. Have there been any changes in the end uses of dry pasta since January 1, 2001?

- No Yes--Please describe.

IV-B-15. Do you anticipate 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 underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-16.(a) Please list in order of importance any products that may be substituted for dry pasta.

(i) _____

(ii) _____

(iii) _____

(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 dry pasta

No Yes--To what degree do changes in their prices affect the price for dry pasta? 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 dry pasta or final end use?

IV-B-17. Have there been any changes in the number or types of products that can be substituted for dry pasta since January 1, 2001?

No Yes--Please explain.

IV-B-18. 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.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-19. To what extent have changes in the prices of raw materials affected your firm's selling prices for dry pasta during January 2001-March 2007? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-20. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of 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.S.-produced dry pasta in the U.S. market since January 1, 2001?

No Yes--Please 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.

IV-B-21. (a) Do you anticipate any changes in terms of the availability of U.S.-produced dry pasta in the U.S. market in the future?

Increase No Change Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-22. Has the availability of NONSUBJECT (i.e., certain dry pasta from countries other than Italy and Turkey, and other dry pasta from all sources (see Instructions Booklet)) imported dry pasta changed since January 1, 2001?

No Yes-- Please explain.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-23. Describe how easily your firm can shift its sales of dry pasta between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting dry pasta between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-24. Are certain types/shapes/sizes of dry pasta available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

No Yes--Please identify the source (producer and/or country) and the type/shape/size.

IV-B-25. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of dry pasta since January 1, 2001?

No Yes--Please describe and quantify if possible.

IV-B-26. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of dry pasta in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

No Yes--Please identify, including the time period.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-27. Since January 1, 2001, has your firm or any firm acting on your behalf paid any fees or allowances (often referred to as “slotting fees”) to U.S. retailers in return for shelf placement?

No Yes— If yes, please answer the following questions.

(a) How are these fees paid, as a lump sum cash payment, as a discount off of cases of product, as free product or by some other means? What is the most common method of payment for your firm (with regard to dry pasta)?

(b) How frequently are slotting fees paid for dry pasta--yearly, quarterly, monthly?

(c) Are slotting fees paid for individual products (e.g., dry pasta) or for numerous products combined?

(d) Are slotting fees paid separately for individual types/shapes of dry pasta or are they paid as one fee for all types/shapes of dry pasta?

(e) What factors determine the amount of slotting fees (e.g., shelf placement, number of facings, brand name, etc)?

(f) Does your firm have any say in the amounts of slotting fees you pay on dry pasta or do you simply pay the fee amounts requested by customers?

(g) Has your firm chosen not to sell to a particular customer because of the slotting fees requested by the customer? No Yes. If yes, please provide the name of the customer, the amount of the fee, and the date in the space provided below.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-28a. How has demand within the United States (and outside the United States, if known) for dry pasta changed since January 1, 2001?

Increased Unchanged Decreased

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-B-28b. To what extent has low-carbohydrate/high-protein diets (e.g, the Atkins diet) impacted demand for dry pasta in the United States and, if known, the rest of the world?

IV-B-29. Do you anticipate any future changes in dry pasta demand in the United States and, if known, the rest of the world?

No Yes--Please 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.

IV-B-30. Please compare market prices of dry pasta in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-31. 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 physical differences, noting the relevant suppliers and the country of origin.

IV-B-32. 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 supply (including production capacity and capacity utilization) and demand in (1) the 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 is such data from January 1, 2001 to the present and forecasts for the future.

IV-B-33. Are your exports of dry pasta subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes. Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2001, or that are expected to occur in the future.

IV-B-34. Does your firm sell dry pasta over the internet?

- No Yes--Please describe, noting the estimated percentage of your firm's total sales of dry pasta in 2006 accounted for by internet sales.

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-B.—MARKET FACTORS AND PRICE RELATED QUESTIONS--Continued

IV-B-36. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, etc.) between dry pasta produced in the United States and in other countries a significant factor in your firm's sales of the products? 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 (all dry pasta)	Italy (certain pasta)	Turkey (certain pasta)	Other certain (certain dry pasta from all other sources)	Other (other dry pasta from all sources)
United States					
Italy					
Turkey					
Other certain					

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

PART IV.—PRICING AND MARKET FACTORS—Continued

SECTION IV-C.—CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for your U.S.-produced dry pasta during January 2001-March 2007. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's U.S.-produced dry pasta that each of these customers accounted for in 2006.

No.	Customer's Name	Street address (not P.O. box), city, state, and zip code	Contact Person	Area code and telephone number	Share of 2006 sales(%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					