

DRAFT U.S. IMPORTERS' QUESTIONNAIRE

SORBITOL FROM FRANCE

This questionnaire must be received by the Commission by no later than **MARCH 8, 2010**

See page 4 of the Instruction Booklet for filing instructions.

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its review of the antidumping duty order concerning sorbitol from France (Inv. No. 731-TA-44 (Third 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 imported sorbitol (as defined in the instruction booklet) <i>from any country</i> at any time since January 1, 1982?</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>

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 means of 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 review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout this review 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 review 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 of Authorized Official	_____ Title of Authorized Official	_____ Date
_____ Signature	_____ Phone: ()	_____ E-mail address
	_____ 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 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.

NOTE: REPORT YOUR ANSWERS FOR CRYSTALLINE SORBITOL ONLY.

I-1a. **OMB statistics.**--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. **OMB feedback.**--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. **Establishments covered.**--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. **Ownership.**--Is your firm owned, in whole or in part, by any other firm?

No Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing sorbitol from France into the United States or which are engaged in exporting sorbitol from France to the United States?

No Yes--List the following information.

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

I-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, which are engaged in importing sorbitol from countries other than France into the United States or which are engaged in exporting sorbitol from countries other than France to the United States?

No Yes--List the following information.

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

I-6. **Related producers.**--Does your firm have any related firms, either domestic or foreign, which are engaged in the production of sorbitol?

No Yes--List the following information.

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

I-7. **Nature of import operations.**--Please indicate the nature of your firm's importing operations on sorbitol. More than one answer may be applicable.

- | | |
|--|---|
| <input type="checkbox"/> Importer of record | <input type="checkbox"/> Takes title to the imported product(s) |
| <input type="checkbox"/> Consignee of the imported products(s) | <input type="checkbox"/> Customs broker or freight forwarder |

PART I.--GENERAL INFORMATION--Continued

I-8. **Consignees.**--If your firm is an importer of record of sorbitol but is not the consignee, please list the consignees below (firm name, address, telephone number, and individual to contact).

<u>Firm name</u>	<u>Address</u>	<u>Contact person and phone number</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-9. **FTZs or bonded warehouse.**--Please indicate whether your firm enters sorbitol into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes

Bonded warehouses No Yes

I-10. **TIB.**--Please indicate whether your firm imports sorbitol under the TIB (temporary importation under bond) program.

No Yes

I-11. **Business plan.**--In Parts II and III 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 market conditions for sorbitol?

No Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. **Other investigations.**--To your knowledge, has the product subject to this proceeding been the subject of any other import relief investigations in the United States or in any other countries?

No Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Dana Lofgren, Investigator (202-708-4721, dana.lofgren@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

II-1. **Contact information (Trade).**--Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

() _____
Phone number E-mail address

NOTE: REPORT YOUR ANSWERS FOR CRYSTALLINE SORBITOL ONLY.

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the importation of sorbitol since January 1, 1982?

(check as many as appropriate)

(please describe)

- office/warehouse openings _____

- office/warehouse closings..... _____

- relocations..... _____

- expansions..... _____

- acquisitions _____

- consolidations _____

- prolonged shutdowns or
importation curtailments..... _____

- revised labor agreements _____

- other..... _____

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of sorbitol 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.

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of sorbitol in the future if the antidumping duty order on sorbitol from France 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.

II-5. **Arranged imports.**--Has your firm imported or arranged for the importation of sorbitol from France for delivery after January 1, 2010?

- No Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. **Reasons for importing if producer.**--If your firm also produces sorbitol in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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

II-7a. **Imports from France.**--Does your firm import sorbitol from France?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of sorbitol imported from France by your firm during the specified periods. (See definitions in the instruction booklet.)

FRANCE

Quantity (in 1,000 pounds), value (in \$1,000)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
Beginning-of-period inventories (quantity) (A)						
Imports:						
Quantity (B)						
Value (C)						
U.S. shipments:						
Commercial shipments:						
Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:²						
Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (K)						
U.S. shipments to end users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each period identified above:						
² Identify your principal export markets: _____						

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

II-7b. **Imports from ALL OTHER SOURCES.**--Does your firm import sorbitol from countries other than France?

- No. Yes-- Report your firm's imports and your firm's shipments and inventories of sorbitol imported from countries other than France by your firm during the specified periods. (See definitions in the instruction booklet.)

ALL OTHER SOURCES COMBINED

Quantity (in 1,000 pounds), value (in \$1,000)						
Item	Calendar year					
	2004	2005	2006	2007	2008	2009
Beginning-of-period inventories (quantity) (A)						
Imports: Quantity (B)						
Value (C)						
U.S. shipments: Commercial shipments: Quantity (D)						
Value (E)						
Internal consumption/company transfers:						
Quantity (F)						
Value ¹ (G)						
Export shipments:² Quantity (H)						
Value (I)						
End-of-period inventories (quantity) (J)						
Channels of distribution: U.S. shipments to distributors (quantity) (K)						
U.S. shipments to end users (quantity) (L)						
¹ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for each of the periods noted above: <hr/>						
² Identify your principal export markets: <hr/>						

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

II-8. Reconciliation of import data.--

- (a) Please note that the quantities reported in question II-7 should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$A + B - D - F - H = J$

Do these data reconcile? Yes No--(Please explain: _____)

$D + F = K + L$

Do these data reconcile? Yes No--(Please explain: _____)

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent calendar year (*i.e.*, line J of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-9. **Effect of order.--**Describe the significance of the existing antidumping duty order covering imports of sorbitol from France in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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

II-10. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of sorbitol in the future if the antidumping duty order on sorbitol from France 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.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Clark Workman (202-205-3248, clark.workman@usitc.gov)**

III-1. **Contact information (Price)**--Who should be contacted regarding the requested pricing and related information?

Company contact:

()

PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers during 2007 – 2009 of the following products you imported from France:

Product 1--Crystalline sorbitol coarse powder: 1800 lb. or 1 metric ton (2205 lbs) super sack for food or pharmaceutical use.

Product 2--Crystalline sorbitol coarse powder: 300 lb. drum for food or pharmaceutical use.

Product 3--Crystalline sorbitol coarse powder: 50 lb. bag or box for food or pharmaceutical use.

Product 4--Crystalline sorbitol granular: 200 lb. drum for food or pharmaceutical use.

Please report sales on a delivered basis to your final customer, including U.S.-inland transportation costs to your customer's facility. Please note that total dollar values should reflect the FINAL NET amount (i.e., should be net of all deductions for discounts or rebates). See instruction booklet for details.

NOTE: REPORT YOUR ANSWERS FOR CRYSTALLINE SORBITOL ONLY.

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (FRANCE).**--Report below the quarterly price data¹ for pricing products² imported from **FRANCE** and sold by your firm.

FRANCE

(Quantity in pounds, value in dollars)				
Period of shipment	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (include U.S.-inland transportation costs).
² Pricing product definitions are provided on the first page of Part IV.

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: _____

PART III.--PRICING AND MARKET FACTORS--Continued

III-2. **Price data (FRANCE)**,--Continued

FRANCE

(Quantity in pounds, value in dollars)				
Period of shipment	Product 3		Product 4	
	Quantity	Value	Quantity	Value
2004:				
January-March				
April-June				
July-September				
October-December				
2005:				
January-March				
April-June				
July-September				
October-December				
2006:				
January-March				
April-June				
July-September				
October-December				
2007:				
January-March				
April-June				
July-September				
October-December				
2008:				
January-March				
April-June				
July-September				
October-December				
2009:				
January-March				
April-June				
July-September				
October-December				
¹ Net values (<i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (include U.S.-inland transportation costs). ² Pricing product definitions are provided on the first page of Part IV.				
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: _____				

PART III.--PRICING AND MARKET FACTORS--Continued

III-3. **Price setting.**-- How does your firm determine the prices that it charges for sales of sorbitol (*check all that apply*)? 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 only submit some sample pages.

- Transaction by transaction
- Contracts
- Set price lists
- Other--Please describe: _____
- _____
- _____

III-4. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

- Quantity discounts
- Annual total volume discounts
- No discount policy
- Other--Please describe: _____
- _____
- _____

III-5. **Pricing terms for sorbitol.**--

- (a) What are your firm's typical sales terms for its imported sorbitol (e.g., 2/10 net 30 days)?
_____.
- (b) On what basis are your prices of imported sorbitol usually quoted? (check one)
- F.o.b.--Please specify point: _____
- Delivered

III-6. **Contract versus spot.**--Approximately what share of your firm's sales of its imported sorbitol in 2009 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 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	_____

PART III.--PRICING AND MARKET FACTORS--Continued

III-10. **Short-term contact bids.**-- Please identify the three largest short term contracts (12 months or less) on which your firm submitted bids for delivery of sorbitol during 2007-09 and complete the information requested in the table below.

Customer Name	Length of contract (months)	Quantity (pounds)	Your firm's price quote (dollars per pound)	Date of your firm's quote	Winning price quote (dollars per pound)	Name of winning bidder	Delivery date

III-11. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of sorbitol?

<u>Source</u>	<u>Share of sales, 2009</u>	<u>Lead time</u>
From your firm's inventory	_____	_____
From foreign manufacturers' inventory	_____	_____
Produced to order	_____	_____
Total	100 %	

III-12. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of sorbitol 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 are delivered within 100 miles of your point of importation () or storage facility () (check one, then provide the percentages)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent. Be sure to check one of the two options for measurement.

PART III.--PRICING AND MARKET FACTORS--Continued

III-13. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's imported sorbitol? (check all that apply)

	Product from France	Product from other import sources
Geographic area	√ if applicable	
Northeast. --CT, ME, MA, NH, NJ, NY, PA, RI, and VT.		
Midwest. --IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, and WI.		
Southeast. --AL, DE, DC, FL, GA, KY, MD, MS, NC, SC, TN, VA, and WV.		
Central Southwest. --AR, LA, OK, and TX.		
Mountains. --AZ, CO, ID, MT, NV, NM, UT, and WY.		
Pacific Coast. --CA, OR, and WA.		
Other. --All other markets in the United States not previously listed, including AK, HI, PR, VI, among others.		

III-14. **End uses.**--Describe the end uses of the sorbitol that you import from France. For each end-use product, what percentage of the total cost is accounted for by sorbitol?

<u>End use</u>	<u>Share of total cost of end product (percent)</u>
_____	_____
_____	_____
_____	_____

III-15. **Changes in end uses.**--Have there been any changes in the end uses of granular sorbitol since the imposition of the finding in 1982?

No Yes—Please describe any changes in the end user of sorbitol.

III-16. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of sorbitol in the future?

No Yes--Please describe and identify the time period.

PART III.--PRICING AND MARKET FACTORS--Continued

III-17. **Substitutes.**--Please list in order of importance any products that may be substituted for sorbitol. For each possible substitute product, please give examples of applications and end uses for which they are substitutes and indicate whether changes in the price of the substitute affect the price for sorbitol, and to what degree, and the length of any time lag of such an effect.

Substitute	Application(s) and degree of substitutability	Have changes in the prices of this substitute affected the price for sorbitol?
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>
5.		<input type="checkbox"/> No <input type="checkbox"/> Yes--Please explain. <hr/> <hr/>

III-18. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for sorbitol since the imposition of the finding in 1982?

No Yes--Please explain.

III-19. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for sorbitol in the future?

No Yes--Please describe.

PART III.--PRICING AND MARKET FACTORS--Continued

III-20. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for sorbitol since the imposition of the finding in 1982? Also discuss any anticipated changes in your raw material costs in the future.

III-21. **Changes in factors affecting supply.**--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 sorbitol in the U.S. market since the imposition of the finding in 1982?

- 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.

III-22. **Availability of "subject" import supply.**--

(a) Do you anticipate any changes in terms of the availability of sorbitol imported from France 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.

III-23. **Availability of "nonsubject" import supply.**--Has the availability of NONSUBJECT sorbitol (*i.e.*, sorbitol imported from countries other than France) changed since the imposition of the finding in 1982?

- No Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

III-24. **Shifting sales.**--Describe how easily your firm can shift its sales of sorbitol 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 sorbitol between the U.S. and alternative country markets within a 12-month period.

III-25. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of sorbitol since the imposition of the finding in 1982?

No Yes--Please describe and quantify if possible.

III-26. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of sorbitol in the future?

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

III-27. **Demand trends.**--

(a) How has the demand within the United States for sorbitol changed since the imposition of the finding in 1982? What principal factors affect changes in demand?

Increased No Change Decreased Fluctuated

PART III.--PRICING AND MARKET FACTORS--Continued

III-27. (b) How has the demand outside the United States (if known) for sorbitol changed since the imposition of the finding in 1982? What principal factors affect changes in demand?

- Increased No Change Decreased Fluctuated

III-28. **Anticipated demand trends.--**

(a) How do you anticipate demand will change within the United States for sorbitol in the future? What principal factors that will affect these changes in demand?

- Increase No Change Decrease Fluctuate

(b) How do you anticipate demand will change outside the United States for sorbitol to in the future? What principal factors that will affect these changes in demand?

- Increase No Change Decrease Fluctuate

III-29. **Price comparisons.--**Please compare market prices of sorbitol in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

III-30. **Market studies.--**Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss sorbitol supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including France, and (3) the world as a whole. Of particular interest is historical data and forecasts for the future.

