

U.S. PRODUCERS' QUESTIONNAIRE

CITRIC ACID AND CERTAIN CITRATE SALTS FROM CANADA AND CHINA

This questionnaire must be received by the Commission by no later than February 9, 2009

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 countervailing duty/antidumping investigations concerning citric acid and certain citrate salts from Canada and China (Inv. Nos. 701-TA-456 and 731-TA-1151-1152 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced citric acid or certain citrate salts (as defined in the instruction booklet) at any time since January 1, 2006?
<input type="checkbox"/> NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
<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)

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 these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise.

I acknowledge that information submitted in this questionnaire response and throughout these investigations 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 investigations 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.

_____ <i>Name of Authorized Official</i>	_____ <i>Title of Authorized Official</i>	_____ <i>Date</i>
_____ <i>Signature</i>	_____ <i>Phone: ()</i>	_____ <i>E-mail address</i>
	_____ <i>Fax ()</i>	

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 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?

Canada

Support Oppose Take no position

China

Support Oppose Take no position

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 citric acid or certain citrate salts from Canada or China into the United States or which are engaged in exporting citric acid or certain citrate salts from Canada or China 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 the production of citric acid or certain citrate salts?

No Yes--List the following information.

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

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Chris Cassise (202-708-5408), chris.cassise@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-2a. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes, equipment failure, energy disruptions, or other reasons; or any other change in the character of your operations or organization relating to the production of citric acid or certain citrate salts since January 1, 2006?

No Yes--Supply details as to the time, nature, and significance of such changes.

II-2b. Has your firm experienced any curtailment of production because of shortages of raw materials needed for the production of citric acid or certain citrate salts since January 1, 2006?

No Yes--Supply details of the curtailment of production.

II-3. Does your firm produce other products on the same equipment and machinery used in the production of citric acid or certain citrate salts?

No Yes--List the following information.

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

Products produced on same equipment and share of total production in 2008 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Citric acid</u> _____	_____
<u>Sodium citrate</u> _____	_____
<u>Potassium citrate</u> _____	_____
_____	_____
_____	_____
_____	_____

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

II-4. Please describe the constraint(s) that set the limit(s) on your production capacity and your ability to shift production capacity between products.

II-5. Does your firm produce other products using the same production and related workers employed to produce citric acid or certain citrate salts?

No Yes--List the following information.

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

Products produced using the same workers and share of total production in 2008 (in percent):

<u>Product</u>	<u>Percent</u>
<u>Citric acid</u>	_____
<u>Sodium citrate</u>	_____
<u>Potassium citrate</u>	_____
_____	_____
_____	_____
_____	_____

II-6. Since January 1, 2006, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of citric acid or certain citrate salts?

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

II-7. Does your firm produce citric acid or certain citrate salts in a foreign trade zone (FTZ)?

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

II-8. Since January 1, 2006, has your firm imported citric acid or certain citrate salts?

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

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

II-9a. **Citric Acid and Certain Citrate Salts.** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of citric acid and certain citrate salts in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) Please note that tables II-9b, II-9c, and II-9d are subsets of and should equal table II-9a.

Quantity (in 1,000 dry pounds) and value (in \$1,000)			
Item	Calendar years		
	2006	2007	2008
Average production capacity ¹ (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 export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (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, etc.) and provide value data using that basis for 2006, 2007, and 2008 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 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-9b. **Citric Acid.** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of citric acid in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 dry pounds) and value (in \$1,000)			
Item	Calendar years		
	2006	2007	2008
Average production capacity¹ (quantity)			
Beginning-of-period inventories (quantity)			
Production (quantity)			
U.S. shipments:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internally consumed to produce--			
Sodium citrate			
Quantity of internal consumption			
Value ² of internal consumption			
Potassium citrate			
Quantity of internal consumption			
Value ² of internal consumption			
Other products (_____)			
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 export shipments			
Value of export shipments			
End-of-period inventories⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (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, etc.) and provide value data using that basis for 2006, 2007, and 2008 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 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-9c. **Sodium Citrate.** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of sodium citrate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 dry pounds) and value (in \$1,000)			
Item	Calendar years		
	2006	2007	2008
Average production capacity ¹ (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 export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (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). <hr/>			
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 2006, 2007, and 2008 below: <hr/>			
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 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-9d. **Potassium Citrate.** Report your firm's production capacity, production, shipments, inventories, and employment related to the production of potassium citrate in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Quantity (in 1,000 dry pounds) and value (in \$1,000)			
Item	Calendar years		
	2006	2007	2008
Average production capacity ¹ (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 export shipments			
Value of export shipments			
End-of-period inventories ⁴ (quantity)			
Channels of distribution:			
U.S. shipments to distributors (quantity)			
U.S. shipments to end users (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). <hr/>			
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 2006, 2007, and 2008 below: <hr/>			
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 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-10. If you reported transfers to related firms in question II-9, 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.

II-11. Other than direct imports, has your firm otherwise purchased citric acid or certain citrate salts since January 1, 2006? (See definitions in the instruction booklet.)

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

(Quantity in 1,000 dry pounds, value in \$1,000)			
Item	Calendar years		
	2006	2007	2008
PURCHASES FROM U.S. IMPORTERS²			
OF PRODUCT FROM--			
Canada:			
<i>Quantity</i>			
<i>Value</i>			
China:			
<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. <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/>			

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

II-12. **End Use Market Segments.**--Please report what volume (in 1,000 dry pounds) of your 2008 U.S. commercial shipments were used to produce products in each of the end-use market segments listed below. (Provide this information if you know the end use of your firm's U.S. commercial shipments; estimate, if possible.)

Market Segment	Estimated 2008 shipments (1,000 dry pounds)
Food and Beverage	
Soft Drinks (carbonated beverages sold as a liquid)	
Other Beverages	
Total Beverage	
Food	
Subtotal, Food and Beverage	
Industrial	
Household detergents and cleaners	
Other Industrial	
Subtotal, Industrial	
Pharmaceutical	
Beauty and oral hygiene/cosmetics	
Other Pharmaceutical	
Subtotal, Pharmaceutical	
Other _____	
Unknown	
Total	

II-13. Of your firm's reported 2008 U.S. commercial shipments, what percentage of the quantity consisted of citric acid or certain citrate salts in the following forms:

Anhydrous _____% Monohydrate _____%

Solution _____% Other (specify _____) _____%.

II-14. Since January 1, 2006, has your firm produced monosodium citrate in the United States?

No Yes—Report the quantity in (1,000 dry pounds) of your 2008 U.S. production of that product.

_____ 1,000 dry pounds

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

II-15. **COMPARABILITY OF CITRIC ACID, SODIUM CITRATE, AND POTASSIUM CITRATE.**—Since January 1, 2006, has your firm produced more than one of the following: citric acid, sodium citrate, or potassium citrate?

- No Yes--Please describe the differences and similarities between citric acid, sodium citrate, and potassium citrate with respect to the following factors:

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, Justin.jee@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 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, 10Ks)? Please check relevant items below.
 Audited, unaudited, annual reports, 10Ks, 10 Qs,
 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 citric acid and certain citrate salts, 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, etc.).

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

PART III.--FINANCIAL INFORMATION--Continued

III-5. Other products.--Please list any other products you produced in the facilities in which you produced citric acid or certain citrate salts, and provide the share of net sales accounted for by these other products in calendar year 2008:

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

III-6. Please list your firm's products that used the raw material corn as an input and provide the share of net sales accounted for by these products in the 2007 and 2008 calendar years.

<u>Products</u>	<u>Share of sales</u>	
	<u>2007</u>	<u>2008</u>
<u>Citric acid</u> _____	_____	_____
<u>Citrate salts</u> _____	_____	_____
<u>Ethanol</u> _____	_____	_____
<u>Other (please specify)</u> _____	_____	_____
<u>Other (please specify)</u> _____	_____	_____

III-7. Does your firm receive inputs (raw materials, labor, energy, or any other services) used in the production of citric acid or certain citrate salts from any related firm?

Yes—Continue to question III-8 below. No--Continue to question III-11 below.

III-8. In the space provided below, identify the inputs related to the production of citric acid or certain citrate salts 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>
_____	_____
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-9. 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.

III-10. 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 (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 Justin Jee (202-205-3186, Justin.jee@usitc.gov).

III-11. Nonrecurring charges.--For each annual and interim period for which financial results are reported in question III-11, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-11 where the associated charges are included, a brief description of the charges, and the associated values (*in \$1,000*). Nonrecurring charges would include, but are not limited to, items such as asset write-offs and accelerated depreciation due to restructuring of the company's citric acid or certain citrate salts operations.

Item	Calendar ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Non-recurring charges: (In this column please provide a brief description of each nonrecurring charge and indicate the particular expense/cost line items where the associated charges are included in question III-11.)			
1.			
2.			
3.			
4.			
5.			
6.			
7.			

PART III.--FINANCIAL INFORMATION--Continued

III-12a. **Operations on Citric Acid and Certain Citrate Salts.**--Report the revenue and related cost information requested below on the citric acid and certain citrate salt operations of your U.S. establishment(s).¹ Do not report resales of products. 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.² Provide data for your three most recently completed calendar years ended December 31, in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire. Please note that tables III-12b, III-12c, and III-12d are subsets of and should equal table III-12a. Be sure to reconcile these data with your responses for question II-9.

Quantity (in 1,000 dry pounds) and value (in \$1,000)			
Item	Calendar years ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-12b. **Operations on Citric Acid.**--Report the revenue and related cost information requested below on the citric acid operations of your U.S. establishment(s).¹ Do not report resales of products. 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.² Provide data for your three most recently completed calendar years ended December 31 in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Item	Calendar years ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-12c. **Operations on Sodium Citrate.**--Report the revenue and related cost information requested below on the sodium citrate operations of your U.S. establishment(s).¹ Do not report resales of products. 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.² Provide data for your three most recently completed calendar years ended December 31 in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Item	Calendar years ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-12d. **Operations on Potassium Citrate.**--Report the revenue and related cost information requested below on the potassium citrate operations of your U.S. establishment(s).¹ Do not report resales of products. 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.² Provide data for your three most recently completed calendar years ended December 31 in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

Item	Calendar years ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Net sales quantities: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values: ³			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (COGS): ⁴			
Raw materials			
Direct labor			
Other factory costs			
Total COGS			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income (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 Please list the expense categories and amounts of any profits on internal inputs or inputs from related firms that are reflected on your books but which are eliminated from the costs reported below. ³ 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. ⁴ COGS should include costs associated with internal consumption and transfers to related firms.			

PART III.--FINANCIAL INFORMATION--Continued

III-13. Asset values.--Report the total assets associated with the production, warehousing, and sale of citric acid or certain citrate salts. 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. Provide data as of the end of your three most recently completed calendar years ended December 31 in chronological order from left to right.

Item	Value (in \$1,000)		
	Calendar years ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. All other current			
E. Total current assets (lines 1.A. thru 1.D.)			
2. Property, plant, and equipment (PPE)			
A. Original cost of PPE			
B. Less: Accumulated depreciation			
C. Equals: Net book value of PPE			
D. All other non-current			
E. Total non-current (lines 2.C plus 2.D)			
3. Total assets (add 1.E and 2.E)			

III-14. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on citric acid or certain citrate salts. Provide data for your three most recently completed calendar years in chronological order from left to right.

Item	Value (in \$1,000)		
	Calendar years ended--		
	<u>2006</u>	<u>2007</u>	<u>2008</u>
Capital expenditures			
Research and development expenditures			

PART III.--FINANCIAL INFORMATION--Continued

III-15. Since January 1, 2006, 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 citric acid or certain citrate salts from Canada or China?

- 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-16. Does your firm anticipate any negative impact of imports of citric acid or certain citrate salts from Canada or China?

III-17. Does your firm use futures contracts to hedge against changes in the price of corn?

- No Yes—Please explain how your company accounts for gains and losses in connection with these futures contracts. To what extent, if any, are such gains or losses reflected in your costs of raw materials for producing citric acid and certain citrate salts?

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250, Amelia.Preece@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

PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. commercial shipments to unrelated parties of the following products that your firm produced during January 2006-December 2008:

NOTE.- All values and quantities should be reported on a dry-weight equivalent basis. For citric acid only, dry weight prices should be expressed on an anhydrous equivalent basis.

Product 1.—Citric acid, granular, in dry form in 25 kilogram and 50 pound bags.

Product 2.—Citric acid, granular, in dry form packed in bulk sacks (“supersacks”).

Product 3.—Citric acid, in 48 to 52 percent solution form sold in bulk.

Product 4.—Sodium citrate, granular, in dry form in 25 kilogram and 50 pound bags.

Product 5.—Potassium citrate, granular, in dry form in 25 kilogram and 50 pound bags.

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.

Note:--Prices are requested separately for sales to end users and to distributors.

Note:--Prices of products 1, 2, and 3 are requested for sales on contract and spot sales separately.

Contract purchases are agreements, written or verbal, for multiple deliveries of product over a set period of time.

Spot purchases are onetime delivery, usually made within 30 days of the purchase agreement.

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

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in 1,000 dry pounds, value in 1,000 dollars)								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Sales to end users							
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 1				Product 2			
	Spot sales		Contract sales		Spot sales		Contract sales	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Sales to distributors							
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do 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 IV.--PRICING AND RELATED INFORMATION--Continued

IV-2. Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in 1,000 dry pounds, value in 1,000 dollars)								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to end users								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
	Product 3 (dry equivalent)				Product 4		Product 5	
	Spot sales		Contract sales		Spot and contract		Spot and contract	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Sales to distributors								
2006								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2007								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								
2008								
Jan.-Mar.								
April-June								
July-Sept.								
Oct.-Dec.								

¹ Net delivered values (i.e., gross sales values less all discounts, including discounts on other supplied products, promotional allowances, and transition allowances, allowances, rebates, prepaid freight, and the value of returned goods), delivered to your customers' U.S. facility (i.e., do 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 3: _____

Product 4: _____

Product 5: _____

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

IV-3. Please describe how your firm determines the prices that it charges for sales of citric acid and certain citrate salts (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-4. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

IV-5. What are your firm's typical sales terms for its U.S.-produced citric acid and certain citrate salts (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted f.o.b. _____, or delivered?

IV-6. Approximately what shares of your firm's sales of its U.S.-produced citric acid and certain citrate salts in 2008 were on a (1) long-term contract basis (multiple deliveries for 12 months or more), (2) short-term contract basis (multiple deliveries less than 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-7. If you sell on a contract basis, what is the importance for your firm of the following factors on price at the time of contract negotiations and how do each of these factors influence price?

a) Presence of product/bids from **U.S. producers**

Not important Somewhat important Very important

b) Competitive U.S. producers' influence on price

Neutral Downward Upward

c) Presence of product/bids from **Canadian producers**

Not important Somewhat important Very important

d) Canadian producers' influence on price

Neutral Downward Upward

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

IV-7. e) Presence of product/bids from **Chinese producers**

- Not important Somewhat important Very important

f) Chinese producers' influence on price

- Neutral Downward Upward

g) Presence of product/bids from **Nonsubject producers**

- Not important Somewhat important Very important

h) Nonsubject producers' influence on price

- Neutral Downward Upward

IV-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? _____ months
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) Was the meet or release provision used? Yes No
- (f) When are contracts negotiated? _____)
(Explain why.) _____)
- (g) With whom do you make these contracts? End users _____percent Distributors _____percent
- (h) Industries of most important purchasers using these contracts _____

IV-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? _____months
- (b) Can prices be renegotiated during the contract period? Yes No
- (c) Does the contract fix quantity, price, or both? Quantity Price Both
- (d) Does the contract have a meet or release provision? Yes No
- (e) Was the meet or release provision used? Yes No
- (f) When are contracts negotiated? _____)
(Explain why.) _____)
- (g) With whom do you make these contracts? End users _____percent Distributors _____percent

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

IV-9. (h) Industries of most important purchasers using these contracts _____

IV-10. If you sell on a spot basis, please answer the following questions with respect to spot sales.

(a) When do spot sales occur? _____)
(Explain why.) _____)

(b) To whom do you make spot sales? End users _____percent Distributors _____percent

(c) Industries of most important purchasers using these spot sales _____

(d) How are terms set? _____

IV-11. If you sell on a spot basis, what is the importance for your firm of the following factors on price at the time of contract negotiations and how do each of these factors influence price?

a) Presence of product/bids from **U.S. producers**

Not important Somewhat important Very important

b) Competitive U.S. producers' influence on price

Neutral Downward Upward

c) Presence of product/bids from **Canadian producers**

Not important Somewhat important Very important

d) Canadian producers' influence on price

Neutral Downward Upward

e) Presence of product/bids from **Chinese producers**

Not important Somewhat important Very important

f) Chinese producers' influence on price

Neutral Downward Upward

g) Presence of product/bids from **Nonsubject producers**

Not important Somewhat important Very important

h) Nonsubject producers' influence on price

Neutral Downward Upward

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

IV-12. 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 citric acid and certain citrate salts?

<u>Source</u>	<u>Share of sales, 2008</u>	<u>Lead time</u>
From inventory	_____	_____ days
Produced to order	_____	_____ days
Total	100 %	

IV-13. (a) What is the approximate percentage of the total delivered cost of citric acid and certain citrate salts 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 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-14. What is the geographic market area in the United States served by your firm's citric acid and certain citrate salts? (check all that apply)

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

IV-15. Describe the end uses of the citric acid and certain citrate salts that you manufacture. For each end-use product, what percentage of the total cost is accounted for by citric acid and certain citrate salts?

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

IV-16. (a) Can other products be substituted for citric acid and certain citrate salts?

No Yes--Please list these substitute products in order of importance.

- (i) _____
- (ii) _____
- (iii) _____

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

IV-16. (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 citric acid and certain citrate salts?

No Yes

IV-17. How has the demand within the United States (and outside the United States if known) for citric acid and certain citrate salts changed since January 1, 2006? What principal factors affect changes in demand?

Increased No change Decreased

IV-18. Have there been any significant changes in the product range or marketing of citric acid and certain citrate salts since January 1, 2006?

No Yes-- Please describe.

IV-19. Has your firm hedged against changes in the price of corn when you made contracts for the sale of citric acid and certain citrate salts since January 1, 2006?

No Yes

Please explain why you do or do not hedge when you make contracts for the sale of citric acid and certain citrate salts.

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

IV-20. a) Has your firm used corn future prices in determining citric acid and certain citrate salts contract prices since January 1, 2006?

- No Yes-- Please describe how future prices are used and why.

b) Have your contracts indexed citric acid and certain citrate salts prices based on the price of corn or corn future prices since January 1, 2006?

- No Yes-- Please describe how.

IV-21. Has your firm allocated a certain portion of your sales of citric acid and certain citrate salts at year end for annual contracts since January 1, 2006?

- No Yes--Please describe how your firm determines such allocations. Are the allocations affected by purchasers' reported requirement for citric acid and certain citrate salts in the contract year?

IV-22. Has your firm ever limited the volume of citric acid and certain citrate salts that a single purchaser may purchase in a year since January 1, 2006?

- No Yes—Why did you limit the volume purchased by individual purchasers? How did you determine the volume each purchaser may buy?

IV-23. Has your firm placed purchasers on allocation or limited the amount of citric acid and certain citrate salts they can purchase since January 1, 2006?

- No Yes--Please report the dates this occurred, the purchasers, and the reason for limiting your sales.

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

IV-24. Has your firm experienced any supply disruptions that affected your sales/shipments of citric acid and certain citrate salts to purchasers since January 1, 2006?

- No Yes--Please report the dates this occurred, the purchasers, and the reason for limiting your sales.

IV-25. Since January 1, 2006, have prices in the U.S. market for citric acid and certain citrate salts generally increased, decreased, or stayed the same?

- Increased Decreased Stayed the same

IV-26. If you checked "Increase" or "Decrease" in response to the previous question, please list (in order of importance) what you believe are the principal reasons why prices changed.

IV-27. Are citric acid in anhydrous form, monohydrate form, dihydrate form, and in solution interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the different forms of citric acid are *always* interchangeable, "F" to indicate that the different forms of citric acid are *frequently* interchangeable, "S" to indicate that the forms of citric acid are *sometimes* interchangeable, "N" to indicate that the different forms of citric acid are *never* interchangeable, and "0" to indicate *no familiarity* with the forms of citric acid.¹

Product form	Anhydrous	Monohydrate	Dihydrate	Solution
Anhydrous				
Monohydrate				
Dihydrate				

¹ For any forms of citric acid that are *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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

IV-29. Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between citric acid and certain citrate salts 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	Canada	China	Other countries, specify: _____
United States				
Canada				
China				

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

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

IV-30. Please identify below the names and addresses of your firm's 10 largest customers for citric acid and certain citrate salts during January 2006- December 2008. 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 citric acid and certain citrate salts that each of these customers accounted for in 2008.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2008 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

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

IV-32. COMPETITION FROM IMPORTS--LOST SALES.-- PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THIS INVESTIGATION.

Since January 1, 2006: Did your firm lose sales of citric acid and certain citrate salts to imports of these products from China or Canada?

No Yes

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	Date of quote	Quantity (1,000 dry pounds)	Rejected U.S. price (total value— 1,000 dollars)	Country of origin	Competing import price (total value— 1,000 dollars)