

U.S. PURCHASERS' QUESTIONNAIRE
CERTAIN ORANGE JUICE FROM BRAZIL

This questionnaire must be received by the Commission by no later than November 1, 2011

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 the antidumping duty order concerning certain orange juice from Brazil (Inv. No. 731-TA-1089 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from **Craig Thomsen** (202-205-3226, craig.thomsen@usitc.gov).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm purchased certain orange juice (as defined in the instruction booklet) at any time since October 1, 2005?
<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 this review in any other import-injury proceedings 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 proceedings 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 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. **OMB statistics.**--Please report 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>
_____	_____	_____
_____	_____	_____

I-4. **Related SUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing certain orange juice from Brazil into the United States or that are engaged in exporting certain orange juice from Brazil 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-5. **Related NONSUBJECT importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing certain orange juice from countries other than Brazil into the United States or that are engaged in exporting certain orange juice from countries other than Brazil 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, that are engaged in the production of certain orange juice?

No Yes--List the following information.

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

I-7. **Business plan.**--In Part 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 certain orange juice?

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

PART II.--PURCHASES

Please identify the responsible individual and manner of contact for questions regarding the confidential information requested in Parts II through IV.

Name and title: _____

E-mail: _____ Telephone: (____) _____

Note: For Parts II, III, and IV, please indicate if your response differs for FCOJM and NFCOJ products.

II-1. **Purchases.**—

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

Quantity (in 1,000 lbs. solid equivalent and value (in \$1,000))						
Item	Crop year (Oct. – Sept.)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Purchases of certain orange juice produced in--						
The United States:						
<i>Quantity</i>						
<i>Value</i>						
Brazil (subject):						
<i>Quantity</i>						
<i>Value</i>						
Brazil (nonsubject):						
<i>Quantity</i>						
<i>Value</i>						
All other countries:¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

II-1. Purchases (continued).—

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

Quantity (in 1,000 lbs. solid equivalent and value (in \$1,000)						
Item	Crop year (Oct. – Sept.)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Purchases of certain orange juice produced in--						
The United States:						
<i>Quantity</i>						
<i>Value</i>						
Brazil:						
<i>Quantity</i>						
<i>Value</i>						
All other countries:¹						
<i>Quantity</i>						
<i>Value</i>						
¹ Please identify these countries: _____						

II-2. Purchases before and after order.--

(a) Did your firm purchase certain orange juice from Brazil before 2005?

No--skip to (c) Yes

(b) If yes, has your pattern of purchasing certain orange juice from Brazil changed since 2005?

- No, our pattern of purchasing is essentially unchanged.
- Yes, we discontinued purchases from Brazil because of the order.
- Yes, we reduced purchases from Brazil because of the order.
- Yes, but we changed the pattern of purchases from Brazil for reasons other than the order (please explain below).

PART II.--PURCHASES--Continued

(c) Has your pattern of purchasing certain orange juice from nonsubject foreign sources (i.e., countries other than Brazil) changed since 2005.

- We did not purchase from nonsubject foreign sources before or after the order.
- No, our pattern of purchasing is essentially unchanged.
- Yes, we increased purchases from nonsubject countries because of the order.
- Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

II-3. **Changes in purchasing patterns.**-- Please indicate how the relative levels of your firm's purchases of certain orange juice from different sources (both domestic and foreign) have changed since 2005.

Source of purchases	Trend	Explanation for trend
The United States	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Brazil (subject)	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
Brazil (nonsubject)	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>
All other countries	<input type="checkbox"/> Decreased <input type="checkbox"/> Increased <input type="checkbox"/> Constant <input type="checkbox"/> Fluctuated <input type="checkbox"/> Did not purchase	<hr/> <hr/> <hr/>

II-4. **Purchases from one country only.**--If your firm has purchased certain orange juice from only one country, please explain the reasons for doing so.

PART II.--PURCHASES--Continued

II-5. **Supplier identification.**--Please identify below the names and addresses of your firm's **FIVE** largest suppliers for certain orange juice since 2005. 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 certain orange juice that each of these customers accounted for in 2010/11.

No.	Supplier's name	City and state	Contact person	Telephone number or e-mail address	Share of 2010/11 purchases
1					%
2					%
3					%
4					%
5					%

PART III.-- MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. **Firm type.**--Which of the following best describes your firm as a purchaser of certain orange juice (check all that apply)?

- Dairy processor (_____)
- Food processor (_____)
- Reconstitutor and/or repacker (_____)
- Retail and food service outlet (_____)
- Distributor (_____)
- Other (Describe: _____)

III-2. **Competition for sales.**--If you are a distributor or reseller of certain orange juice, do you compete for sales to your customers with the manufacturers or importers from which you purchase certain orange juice?

- No Yes--Please describe

III-3. **Types of customers.**--If your firm is a distributor or reseller of certain orange juice, what are the major types of consumers to which you sell certain orange juice?

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

III-4. **End uses.**--If your firm is an end user of certain orange juice, list the top products for which your firm purchases certain orange juice as a component part or input. Please indicate what percentage of the total cost is accounted for by certain orange juice and other inputs.

Product(s) you produce	Share of total cost in each of the product(s) you produce accounted for by:			Share of total cost in each of the product(s) you produce accounted for by:		
	FCOJM	Other inputs	Total	NFCOJ	Other inputs	Total
1. Retail orange juice	%	%	100%	%	%	100%
2. Reconstituted orange juice	%	%	100%	%	%	100%
3. Fruit drinks	%	%	100%	%	%	100%
4. Carbonated nonjuice drinks	%	%	100%	%	%	100%
5. Noncarbonated nonjuice drinks	%	%	100%	%	%	100%
6. Beverage base	%	%	100%	%	%	100%
7. Ingredient in jams and jellies	%	%	100%	%	%	100%
8.	%	%	100%	%	%	100%
9.	%	%	100%	%	%	100%
10.	%	%	100%	%	%	100%

III-5. **End uses.**—For those products that you produce using certain orange juice, what percentage of the certain orange juice you purchase is accounted for by each of the various products you sell?

Product(s) you produce	Percent of purchases of FCOJM that are accounted for by use in the indicated end use	
	FCOJM	NFCOJ
1. Retail orange juice	%	%
2. Reconstituted orange juice	%	%
3. Fruit drinks	%	%
4. Carbonated nonjuice drinks	%	%
5. Noncarbonated nonjuice drinks	%	%
6. Beverage base	%	%
7. Ingredient in jams and jellies	%	%
8.	%	%
9.	%	%
10.	%	%
TOTAL	100%	100%

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

III-6. Demand for end use products.--

(a) If your firm is an end user of certain orange juice, has the demand for your firm's final products incorporating certain orange juice changed since 2005?

Increased Decreased Fluctuated No change

(b) Has this had any effect on your firm's demand for certain orange juice?

No—Please explain. Yes--Please describe.

III-7. Changes in end uses.--Have there been any changes in the end uses of certain orange juice since 2005?

No Yes--Please describe.

III-8. Anticipated changes in end uses.--Do you anticipate any changes in terms of the end uses of certain orange juice?

No Yes--Please describe.

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

III-9. **Substitutes.**--Can other products be substituted for certain orange juice?

No Yes--Please fill out the table below.

Substitute product	Description of applications or end uses	Have changes in the prices of this substitute affected the price of certain orange juice since October 1, 2005
1.		<input type="checkbox"/> No <input type="checkbox"/> Yes-- 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/>

III-10. **Changes in substitutes.**--Have there been any changes in the number or types of products that can be substituted for certain orange juice since 2005?

No Yes--Please explain.

III-11. **Anticipated changes in substitutes.**--Do you anticipate any changes in terms of the substitutability of other products for certain orange juice?

No Yes--Please describe.

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

III-12. Demand trends.--

- (a) How has the demand within the United States for certain orange juice changed since October 1, 2005? What principal factors affect changes in demand?

Increased Decreased Fluctuated No change

- (b) How has the demand outside the United States for certain orange juice changed since October 1, 2005? What principal factors affect changes in demand?

Increased Decreased Fluctuated No change

III-13. Anticipated demand trends.--

- (a) How do you anticipate demand will change within the United States for certain orange juice through 2012/13? What principal factors will affect these changes in demand?

Increase Decrease Fluctuate No change

- (b) How do you anticipate demand will change outside the United States for certain orange juice through 2012/13? What principal factors will affect these changes in demand?

Increase Decrease Fluctuate No change

- III-14. **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 certain orange juice supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, and (3) the world as a whole. Of particular interest is such data from 2008 to the present and forecasts for the future.

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

III-15. **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 certain orange juice in the U.S. market since 2005?

- No Yes--Please provide details.

III-16. **Importance of purchasing domestic product.**--Is buying a product that is produced in the United States an important factor in your firm's purchases of certain orange juice (check ALL that apply)?

- No
 Yes-- Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all our purchases of certain orange juice.
 Yes--Purchases of domestic product are not required by law or regulation, but are by our customers. This involves ____ percent of all our purchases of certain orange juice.
 Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all our purchases of certain orange juice.

III-17. **Conditions of competition.**--

(a) Is the certain orange juice market subject to business cycles or conditions of competition other than the changes in the overall economy?

- No Yes--Please explain and estimate the duration of any such cycle.

(b) Have the business cycles or conditions of competition for certain orange juice changed since 2005?

- No Yes--Please explain any such changes.

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

III-18. **Decisions based on producer.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain orange juice based on the producer of the certain orange juice you purchase?

Your firm: Always Usually Sometimes Rarely/Never
Your customers: Always Usually Sometimes Rarely/Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-19. **Decisions based on country-of-origin.**--Does your firm, and to the extent that you know, do your customers make purchasing decisions involving certain orange juice based on the country of origin of the certain orange juice you purchase?

Your firm: Always Usually Sometimes Rarely/Never
Your customers: Always Usually Sometimes Rarely/Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

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

III-20. Purchasing frequency.--

(a) How frequently do you make purchases?

- Daily Weekly Monthly Quarterly Annually
 Other (specify) _____)

(b) Do you expect this purchasing pattern to change in the next two years?

- No Yes-- How and why do you expect these changes to occur?

III-21. Number of suppliers contacted.--How many suppliers do you generally contact before making a purchase? _____ firms

III-22. Supplier negotiations.--

(a) Do purchases of certain orange juice usually involve negotiations between supplier and purchaser?

- No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

- No Yes--Specify the time period.

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

III-23. **Change in suppliers.**--Have you changed suppliers since 2005?

- No Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-24. **New suppliers.**--

(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market since 2005?

- No Yes--Please identify the firms and indicate how you became aware of them.

(b) Do you expect new certain orange juice suppliers to enter the U.S. market?

- No Yes--Please provide details.

III-25. **Supplier qualification**

(a) Do you require your suppliers to be or to become certified or qualified to sell certain orange juice to your firm?

- No Yes-- _____ percent of value of purchases in 2010/11 Yes--all purchases

(b) Please provide a general description of the certification or qualification process. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.)

(c) How long does it take to qualify a new supplier? _____ days.

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

III-26. **Failure to certify.**--Since 2005, have any domestic or foreign producers failed in their attempts to certify or qualify their certain orange juice with your firm or have any producers lost their approved status?

- No Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification.

III-27. **Purchasing factors.**--For the factors listed below, please rate each in terms of its importance in your purchase decision for certain orange juice.

	Very important	Somewhat important	Not important
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
USDA Grade	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-28. **Major purchasing factors.**--Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase certain orange juice for any one order (examples include availability, extension of credit, contracts, price, quality, range of supplier's product line, traditional supplier, etc.).

1. _____

2. _____

3. _____

Other factors or comments: _____

III-29. **Quality characteristics.**--What characteristics does your firm consider when determining the quality of certain orange juice?

III-30. **Frequency of decisions based on price.**--How often does your firm purchase the certain orange juice that is offered at the lowest price?

Always

Usually

Sometimes

Rarely/Never

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

III-31. **Price leaders.**— A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier.

Please list the names of any firms you considered price leaders in the certain orange juice market since 2005. Please describe how the firm(s) exhibited price leadership.

III-32. **Price leaders.**--Do you think the futures price of certain orange juice exercises price leadership in this market (rather than any specific firm)? If so, please explain how and to what extent you believe the futures market influences the price of certain orange juice.

III-33. **Changes in U.S. industry.**--

(a) Please identify and discuss any improvements/changes in the U.S. certain orange juice industry since 2005 and explain the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

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

III-34. Changes in U.S. industry.--Continued

- (b) Please discuss any improvements/changes that you anticipate in the future in the U.S. certain orange juice industry. Identify the time period and causes for these improvements/changes.

- III-35. **FCOJM/NFCOP Comparison.--** Based on your firm's experience, for the factors listed below, please compare how FCOJM compares with NFCOJ. If your answer differs by end use, please elaborate below.

FCOJM compared to NFCOJ

	Superior	Comparable	inferior
Brix level.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Color.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ingredients	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Shelf life	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Viscosity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vitamin and mineral content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

III-36. **Effect of revocation.**--What do you think will be the likely effects of any revocation of the **antidumping duty order** for imports of certain orange juice from Brazil? As appropriate, please discuss any potential effects of revocation of the **antidumping duty order** on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

PART IV.-- PRODUCT COMPARISONS

IV-1. **Country knowledge.**--Please indicate the countries of origin for certain orange juice for which your firm has actual marketing/pricing knowledge.

- United States
- Brazil
- Mexico
- Other countries (Please specify _____)

IV-2. **Interchangeability by country-pair.**--Is certain orange juice produced in the United States and in other countries interchangeable (*i.e.*, can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	Brazil	Mexico	Other countries
FCOJM			
United States			
Brazil			
Mexico			
NFCOJ			
United States			
Brazil			
Mexico			
¹ For any country-pair producing certain orange juice that is <i>sometimes</i> or <i>never</i> interchangeable, please explain the factors that limit or preclude interchangeable use: <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>			

PART IV.-- PRODUCT COMPARISONS--Continued

IV-4. **Availability of merchandise.**--Are certain grades/types/sizes of certain orange juice available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

- No Yes--Please identify the source and the grade/type/size.

IV-5. **Choice of product not based on price.**--If you purchased certain orange juice from one source although a comparable product was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-6. **Factor country comparisons.**--For the factors listed below, please rate how certain orange juice produced in each country you identified in your response to the first question in Part IV compares with certain orange juice produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries).

Quality	product from <u>United States</u> compared to product from <u>Brazil</u>			product from <u>United States</u> compared to product from <u>Mexico</u>			product from <u>Brazil</u> compared to product from <u>Mexico</u>		
	Superior	Comparable	Inferior	Superior	Comparable	Inferior	Superior	Comparable	Inferior
Availability.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs ¹	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):									
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of superior on price and U.S. transportation costs indicates that the first country generally has lower prices/U.S. transportation costs than the second country.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-7. Minimum quality--

(a) How often does domestically produced certain orange juice meet minimum quality specifications for your uses or your customers' uses?

- Always Usually Sometimes Rarely or never

(b) How often does imported subject certain orange juice meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(c) How often does imported nonsubject **certain orange juice** (*i.e.*, **certain orange juice** from countries other than **Brazil**) meet minimum quality specifications for your uses or your customers' uses?

Source	Always	Usually	Sometimes	Rarely or never
Brazil (nonsubject)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexico	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other 1:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other 2:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-8. Change in price--

(a) Since 2005, has there been a change in the price of certain orange juice? If so, has the price of U.S.-produced certain orange juice changed more or less than the price of imported certain orange juice from Brazil and/or Mexico?

- No change in price
 Prices have changed by the same amount
 Price of U.S.-produced certain orange juice has changed relative to the price of certain orange juice from Brazil.
 Price of U.S.-produced certain orange juice has changed relative to the price of certain orange juice from Mexico.

(b) If the price of U.S.-produced certain orange juice has changed relative to the price of certain orange juice from Brazil and/or Mexico, the price of U.S.-produced certain orange juice is now relatively

- Higher Lower – than those from Brazil.
 Higher Lower – than those from Mexico.

PART IV.-- PRODUCT COMPARISONS--Continued

IV-9. **Blending**--

- a) Is blending U.S.-produced certain orange juice with subject imports from Brazil necessary to satisfy U.S. industry standards, meet supply deficiencies, or for other reasons? Please explain below.

No Yes

- (b) List any of the end use products for which certain orange juice produced by blending U.S.-produced certain orange juice and subject imports of certain orange juice from Brazil cannot be used, or for which its use is limited.

- IV-10. **Blending prices**-- Does blended certain orange juice sell at a discount or premium compared with unblended certain orange juice? If so, how much is the typical discount or premium? Please explain your answer.

No Yes, premium: _____% Yes, discount: _____%
