

U.S. EXTRACTOR/PROCESSORS' 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 of 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)).

Name of firm _____
Address _____
City _____ State _____ Zip Code _____
World Wide Web address _____
Has your firm produced 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 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. **OMB statistics.**--Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____hours _____dollars

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

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

I-3. **Position regarding continuation of order.**--Do you support or oppose continuation of the antidumping duty order currently in place for certain orange juice from Brazil?

Support Oppose Take no position

PART I.--GENERAL INFORMATION--Continued

I-4. **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-5. **Related Brazilian 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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. **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>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART I.--GENERAL INFORMATION--Continued

I-7. **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-8. **Business plan.**--In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected 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.

I-9. **Contracts.**--Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with orange growers, including names, dates, and terms.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amy Sherman (202-205-3289, amy.sherman@usitc.gov). **Supply all data requested on a crop-year basis (October 1 through September 30).**

II-1. Please identify the responsible individual and manner of contact for questions regarding the confidential information requested in Part II.

Name and title: _____

E-mail: _____ Telephone: () _____

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of certain orange juice since October 1, 2005. Please specify whether this has affected FCOJM or NFCOJ orange juice.

- | <i>(check as many as appropriate)</i> | <i>(please describe)</i> |
|--|--------------------------|
| <input type="checkbox"/> grove or plant openings | _____
_____ |
| <input type="checkbox"/> grove or plant closings | _____
_____ |
| <input type="checkbox"/> relocations | _____
_____ |
| <input type="checkbox"/> expansions | _____
_____ |
| <input type="checkbox"/> mergers/acquisitions..... | _____
_____ |
| <input type="checkbox"/> consolidations..... | _____
_____ |
| <input type="checkbox"/> prolonged shutdowns or
production curtailments | _____
_____ |
| <input type="checkbox"/> revised labor agreements..... | _____
_____ |
| <input type="checkbox"/> storage capacity/tanks | _____
_____ |
| <input type="checkbox"/> other (<i>e.g.</i> , technology) | _____
_____ |

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

II-3. **Anticipated changes in operations.**--Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of certain orange juice in the future?

- No Yes--Supply details as to the time, nature, and significance of such changes, including any government financing programs, and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce certain orange juice (in 1,000 pounds solids equivalent) for crop years 2011/12 and 2012/13.**

II-4. **Anticipated changes in operations in the event the order is revoked.**--Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of certain orange juice in the future if the antidumping duty order on certain orange juice from Brazil were to be revoked?

- No Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to produce certain orange juice (in 1,000 pounds solids equivalent) for crop years 2011/12 and 2012/13.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2005 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of certain orange juice and/or using the same production and related workers employed to produce certain orange juice?

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

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
FCOJM _____	_____	_____
NFCOJ _____	_____	_____
Other: _____	_____	_____

(Quantity in 1,000 pounds solids equivalent)						
Item	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Overall Production Capacity						
Production of:						
FCOJM						
NFCOJ						
Other: _____						

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

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

II-7. **Production shifting.**--Is your firm able to switch production between certain orange juice and other products in response to a relative change in the price of certain orange juice vis-a-vis the price of other products, using the same equipment and/or labor?

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

II-8. **Toll production.**--Since October 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain orange juice?

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

II-9. **FTZ.**--Does your firm produce certain orange juice in a foreign trade zone (FTZ)?

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

II-10. **Direct imports.**--Since October 1, 2005, has your firm imported certain orange juice?

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

II-11. **Blending.**-- Does your firm blend imports/domestic purchases of orange solids with solids extracted in your U.S. establishment?

No Yes-- Please comment on the reasons for blending imports with U.S. grown product and whether there has been an increase in blending since 2005.

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

II-12a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **FCOJM** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Does your firm produce **FCOJM**?

Yes (fill out the table below) No (proceed to question II-13)

Quantity (in 1,000 pounds solids equivalent) and value (in \$1,000)						
Item	Crop year (October 1 – September 30)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Average production capacity¹ (quantity) (A)						
Beginning-of-period inventories (quantity) (B)						
Production (quantity) (C)						
U.S. shipments:						
Commercial shipments:						
quantity (D)						
value (E)						
Internal consumption:²						
quantity (F)						
value (G)						
Transfers to related firms:²						
quantity (H)						
value (I)						
Export shipments:³						
quantity (J)						
value (K)						
End-of-period inventories (quantity) (L)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (M)						
U.S. shipments to remanufacturers and packagers (quantity) (N)						
U.S. shipments to food processors (quantity) (O)						
U.S. shipments to other end users ⁴ (quantity) (P)						
Employment data:						
Average number of PRWs (Q)						
Hours worked by PRWs (1,000 hours) (R)						
Wages paid to PRWs (value) (S)						
<p>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).</p> <hr/> <p>² Internal consumption and transfers to related firms should 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 each of the periods noted above:</p> <hr/> <p>³ Identify your principal export markets: _____.</p> <p>⁴ Please describe: _____.</p>						

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

II-12b. **Production by source.**--Report your firm's production of FCOJM by source.

Quantity (in 1,000 pounds solids equivalent) and value (in \$1,000)						
Item	Crop year (October 1 – September 30)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Production from-- (quantity)						
U.S. fresh oranges						
Purchases of U.S. orange solids						
Orange solids from Brazil (subject producers)						
Orange solids from Brazil (non- subject producers)						
Other orange solid imports ¹						
Total production (T)						
¹ Identify the other source country(ies): _____.						

II-12c. **Reconciliation of trade data.**--

- (a) Please note that the quantities reported in question II-12a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D = M + N + O + P$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent crop year (*i.e.*, line L of year 2005/06 should equal line B of year 2006/07). Do these data reconcile for each adjacent crop year?

Yes. No--Please explain.

- (c) Please note that the total production reported in question II-12b (line T) should equal production reported in question II-12a (line C).

Reconciliation

$C = T$

Do these data reconcile? Yes No--Please explain _____

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

II-13a. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of **NFCOJ** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Does your firm produce **NFCOJ**?

Yes (fill out the table below) No (proceed to question II-14)

Quantity (in 1,000 pounds solids equivalent) and value (in \$1,000)						
Item	Crop year (October 1 – September 30)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Average production capacity¹ (quantity) (A)						
Beginning-of-period inventories (quantity) (B)						
Production (quantity) (C)						
U.S. shipments:						
Commercial shipments:						
quantity (D)						
value (E)						
Internal consumption:²						
quantity (F)						
value (G)						
Transfers to related firms:²						
quantity (H)						
value (I)						
Export shipments:³						
quantity (J)						
value (K)						
End-of-period inventories (quantity) (L)						
Channels of distribution:						
U.S. shipments to distributors (quantity) (M)						
U.S. shipments to remanufacturers and packagers (quantity) (N)						
U.S. shipments to food processors (quantity) (O)						
U.S. shipments to other end users ⁴ (quantity) (P)						
Employment data:						
Average number of PRWs (Q)						
Hours worked by PRWs (1,000 hours) (R)						
Wages paid to PRWs (value) (S)						
<p>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).</p> <hr/> <p>² Internal consumption and transfers to related firms should 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 each of the periods noted above:</p> <hr/> <p>³ Identify your principal export markets: _____.</p> <p>⁴ Please describe: _____.</p>						

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

II-13b. **Production by source.**--Report your firm's production of **NFCOJ** by source.

Quantity (in 1,000 pounds solids equivalent) and value (in \$1,000)						
Item	Crop year (October 1 – September 30)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Production from-- (quantity)						
U.S. fresh oranges						
Purchases of U.S. orange solids						
Orange solids from Brazil (subject producers)						
Orange solids from Brazil (non- subject producers)						
Other orange solid imports ¹						
Total production (T)						
¹ Identify the other source country(ies): _____.						

II-13c. **Reconciliation of trade data.**--

- (a) Please note that the quantities reported in question II-13a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

$B + C - D - F - H - J = L$

Do these data reconcile? Yes No--Please explain _____

$D = M + N + O + P$

Do these data reconcile? Yes No--Please explain _____

- (b) Please note that the quantities reported for end-of-period inventories should equal the beginning-of-period inventories reported in the subsequent crop year (*i.e.*, line L of year 2005/06 should equal line B of year 2006/07). Do these data reconcile for each adjacent crop year?

Yes. No--Please explain.

- (c) Please note that the total production reported in question II-13b (line T) should equal production reported in question II-13a (line C).

Reconciliation

$C = T$

Do these data reconcile? Yes No--Please explain _____

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

II-14. **Purchases.**--Other than direct imports, has your firm otherwise purchased **FCOJM** since October 1, 2005? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

FCOJM

<i>(Quantity in 1,000 pounds solids equivalent, value in \$1,000)</i>						
Item	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Purchases from U.S. importers ¹ of FCOJM from--						
Brazil (subject):						
<i>Quantity</i>						
<i>Value</i>						
Brazil (nonsubject):						
<i>Quantity</i>						
<i>Value</i>						
All other countries:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of conventional FCOJM from domestic producers: ²						
<i>Quantity</i>						
<i>Value</i>						
Purchases of conventional FCOJM from other sources: ³						
<i>Quantity</i>						
<i>Value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						
³ Please list the name of the firm(s) from which you purchased this product. _____ _____						

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

II-15. **Purchases.**--Other than direct imports, has your firm otherwise purchased **NFCOJ** since October 1, 2005? (See definitions in the instruction booklet.)

- No Yes-- Please indicate the reasons for your purchases (if your reasons differ by source, please elaborate) and report the quantity and value of such purchases below for the specified periods

Reasons: _____

NFCOJ

(Quantity in 1,000 pounds solids equivalent, value in \$1,000)						
Item	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Purchases from U.S. importers ¹ of NFCOJ from--						
Brazil (all producers):						
<i>Quantity</i>						
<i>Value</i>						
All other countries:						
<i>Quantity</i>						
<i>Value</i>						
Purchases of NFCOJ from domestic producers: ²						
<i>Quantity</i>						
<i>Value</i>						
Purchases of NFCOJ from other sources: ³						
<i>Quantity</i>						
<i>Value</i>						
¹ Please list the name of the importer(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. _____ _____						
² Please list the name of the domestic producer(s) from which you purchased this product. _____ _____						
³ Please list the name of the firm(s) from which you purchased this product. _____ _____						

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

II-16. **Duty drawback.**--If your firm exports certain orange juice, did your firm receive duty drawback on export shipments?

No Yes—Please report the values of duty drawback received below.

Item	Value (in \$1,000)					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
FCOJM						
NFCOJ						

II-17. **Effect of order.**--Describe the significance of the existing antidumping duty order covering imports of certain orange juice from Brazil in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-18. **Likely effect of revocation of order.**--Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of certain orange juice in the future if the antidumping duty order on certain orange juice from Brazil were to be revoked?

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

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to **Justin Jee (202-205-3186, justin.jee@usitc.gov)**.

III-1. Please identify the responsible individual and manner of contact for questions regarding the confidential information requested in Part III.

Name and title: _____

E-mail: _____ Telephone: () _____

III-2. **Accounting system.**--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 certain orange juice, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

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

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

Please report how and where you report by-product revenues (including duty drawbacks , if any)

PART III.--FINANCIAL INFORMATION--Continued

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

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

III-6. Does your firm receive **inputs** (raw materials, labor, energy, or any other services) used in the production of certain orange juice from any related firms?

Yes—Continue to question III-7 below. No--Continue to question III-9 below.

III-7. **Inputs from related firms.**--In the space provided below, identify the inputs used in the production of certain orange juice that your firm receives from related parties.

<u>Input</u>	<u>Related party</u>
_____	_____
_____	_____

III-8. **Inputs from related firms at cost.**--All intercompany profit on inputs purchased from related parties should be eliminated from the costs reported to the Commission in question III-10 (i.e., costs reported in question III-10 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-9. **Nonrecurring charges.**--For each annual period for which financial results are reported in question III-10, please indicate in the schedule below the specific nonrecurring charges, the particular expense/cost line items from question III-10 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 certain orange juice operations.

Item	Fiscal years ended--					
	<u>2005/06</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2009/10</u>	<u>2010/11</u>
Non-recurring charges: (In the far left 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-10.)						
1.						
2.						
3.						

PART III.--FINANCIAL INFORMATION--Continued

III-10A. Operations on FCOJM.--Report the revenue and related cost information requested below on FCOJM 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 six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations, please complete III-14, Tolling Operations.

Report separately for Corporations and Cooperatives: Corporation Cooperative

Quantity (in 1,000 pounds solids equivalent) and value (in \$1,000)						
Item	<u>2005/06</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2009/10</u>	<u>2010/11</u>
Net sales quantities:³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
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						
Continued Dumping and Subsidy Offset Act funds received ⁵						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
Net gain (loss) on futures transactions						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. 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 CS, IC, and Transfers, as well as export shipments in question II-8. ⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

PART III.--FINANCIAL INFORMATION--Continued

III-10B. Operations on NFCOJ.--Report the revenue and related cost information requested below on NFCOJ 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 six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations, please complete III-14, Tolling Operations.

Report separately for Corporations and Cooperatives: Corporation Cooperative

Quantity (in 1,000 pounds solids equivalent) and value (in \$1,000)						
Item	<u>2005/06</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2009/10</u>	<u>2010/11</u>
Net sales quantities:³						
Commercial sales ("CS")						
Internal consumption ("IC")						
Transfers to related firms ("Transfers")						
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						
Continued Dumping and Subsidy Offset Act funds received ⁵						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
Net gain (loss) on futures transactions						
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Please eliminate any profits or (losses) on inputs from related firms pursuant question III-8. 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 CS, IC, and Transfers, as well as export shipments in question II-8. ⁵ Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.						

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Asset values.**--Report the total assets associated with the production, warehousing, and sale of certain orange juice. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for certain orange juice in the normal course of business, please estimate this information 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 six most recently completed fiscal years in chronological order from left to right.

Note: Total assets should be net assets after any accumulated depreciation and allowances deducted. Total assets should be allocated to the subject products if these assets are also related to other products. Please provide a brief explanation if there are any substantial changes in total asset value during the period; e.g., due to asset write-offs, revaluation, and major purchases.

Value (in \$1,000)						
Item	Fiscal years ended--					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Total assets (net)						

III-12. **Capital expenditures and research and development ('R&D') expenses.**--Report your firm's capital expenditures and R&D expenses on nonorganic certain orange juice. Provide data for your six most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)						
Item	Fiscal year					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
FCOJM:						
Capital expenditures						
R&D expenses						
NFCOJ:						
Capital expenditures						
R&D expenses						

III-13. **Data consistency and reconciliation.**--

Please indicate whether your financial data for questions III-10, 11, and 12 are based on a calendar year or your fiscal year: Calendar year () or Fiscal year ()

Please note the quantities and values reported in question III-10 should reconcile with the data reported in questions II-12-13 (including export shipments) as long as they are reported on the same calendar/fiscal year basis.

Do these data in question III-10 reconcile with data in questions II-12-13?

Yes No--Please explain _____

PART III.--FINANCIAL INFORMATION--Continued

III-14A. **Tolling Operations on FCOJM.**--Report the revenue and related cost information requested below on tolling operations on FCOJM of your U.S. establishment(s).¹ Many firms charge a flat tolling fee that does not separate out the cost components (labor, overhead, and SG&A expenses). If your firm charges such a flat fee, please try to estimate the different cost components. Provide data for your six most recently completed fiscal years in chronological order from left to right. If you have any questions, please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

For the Toller(s): Information on the Tollee(s) (including firm name, contact person's phone and fax numbers, e-mail address) for your tolling operations.

(Quantity in 1,000 pounds S.E., value in \$1,000)						
Item	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Net tolling quantities:²						
<i>Net tolling quantities (in 1,000 pounds)</i>						
Net tolling revenues:²						
<i>Net tolling revenues (fee in \$1,000)</i>						
Cost of tolling services:						
<i>Raw materials not supplied by tollee:³</i>						
<i>Direct labor</i>						
<i>Other factory costs</i>						
<i>Less: by-product/scrap revenue (if applicable)</i>						
<i>Total tolling costs</i>						
Gross profit or (loss)						
Total SG&A expenses						
Operating income (loss) on tolling operations						
Net other income/expenses						
Net income (loss) on tolling operations						
¹ Include only revenues (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. ³ This could include additional materials supplied by toller.						

PART III.--FINANCIAL INFORMATION--Continued

III-14B. **Tolling Operations on NFCOJ.**--Report the revenue and related cost information requested below on tolling operations on NFCOJ of your U.S. establishment(s).¹ Many firms charge a flat tolling fee that does not separate out the cost components (labor, overhead, and SG&A expenses). If your firm charges such a flat fee, please try to estimate the different cost components. Provide data for your six most recently completed fiscal years in chronological order from left to right. If you have any questions, please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

For the Toller(s): Information on the Tollee(s) (including firm name, contact person's phone and fax numbers, e-mail address) for your tolling operations.

(Quantity in 1,000 pounds S.E., value in \$1,000)						
Item	<u>2005/06</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2009/10</u>	<u>2010/11</u>
Net tolling quantities:²						
Net tolling quantities (in 1,000 pounds)						
Net tolling revenues:²						
Net tolling revenues (fee in \$1,000)						
Cost of tolling services:						
Raw materials not supplied by tollee: ³						
Direct labor						
Other factory costs						
Less: by-product/scrap revenue (if applicable)						
Total tolling costs						
Gross profit or (loss)						
Total SG&A expenses						
Operating income (loss) on tolling operations						
Net other income/expenses						
Net income (loss) on tolling operations						
¹ Include only revenues (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. ³ This could include additional materials supplied by toller.						

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **Craig Thomsen** (202-205-3226, craig.thomsen@usitc.gov).

IV-1. Please identify the responsible individual and manner of contact for questions regarding the confidential information requested in Part IV.

Name and title: _____

E-mail: _____ Telephone: () _____

PRICE DATA

IV-2. This question requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2005 of the following products you produced in the United States.

Product 1.-- Frozen concentrated orange juice for manufacturing (FCOJM) with a brix level between 59 and 67 degrees inclusive, with standard pulp levels, not organic

Product 2.-- Single strength, not from concentrate, pasteurized orange juice (NFCOJ), not organic

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

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

IV-2. **Price data.**--Report below the monthly price data¹ for pricing products² produced in the United States and sold by your firm.

Period of shipment	(Quantity in thousands of pounds solid equivalent, value in dollars)			
	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2005:				
October				
November				
December				
2006:				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
2007:				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
2008:				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

Table continued on next page.

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

IV-2. Price data.--Continued

Period of shipment	(Quantity in <i>thousands of pounds solid equivalent</i> , value in <i>dollars</i>)			
	Product 1		Product 2	
	Quantity	Value	Quantity	Value
2009:				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
2010:				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
2011:				
January				
February				
March				
April				
May				
June				
July				
August				
September				
¹ Net values (<i>i.e.</i> , gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. 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 MARKET FACTORS--Continued

Note: For the remainder of section IV, please indicate if your response differs for FCOJM and NFCOJ products.

IV-3. **Price setting**-- How does your firm determine the prices that it charges for sales of certain orange juice (*check all that apply*)? If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please only submit some sample pages.

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

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

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

IV-5. **Pricing terms for certain orange juice**--

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

IV-6. **Contract versus spot**--Approximately what share of your firm's sales of its U.S.-produced certain orange juice in 2010 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to and including 12 months), and (3) spot sales basis (for a single delivery)?

<u>Type of sale</u>	<u>Share of sales</u>
Long-term contracts	_____ %
Short-term contracts	_____ %
Spot sales	_____ %
	100 %

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

IV-7. **Futures share.**-- Approximately what share of your firm's sales of its U.S.-produced FCOJM in 2010/11 were delivered into the futures market?

_____ %

IV-8. **Long-term contract provisions.**--If you sell U.S.-produced certain orange juice on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

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

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

IV-9. **Short-term contract provisions.**--If you sell U.S.-produced certain orange juice on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

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

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

IV-10. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain orange juice produced by your firm?

<u>Source</u>	<u>Share of sales,</u> <u>2010/11</u>	<u>Lead time</u>
From your U.S. inventory	_____ %	_____ days
Produced to order	_____ %	_____ days
Total	100 %	

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

IV-11. Shipping information.--

- (a) What is the approximate percentage of the total delivered cost of U.S.-produced certain orange juice that is accounted for by U.S. inland transportation costs? _____ percent.
- (b) Who generally arranges the transportation to your customers' locations? (check one)
 Your firm or purchaser
- (c) When you sell U.S.-produced certain orange juice, from where is it shipped?
 (check one) production facility or off-site storage facility
- (d) What proportion of your sales of U.S.-produced certain orange juice are delivered within 100 miles of your point of shipment (provide the percentages)? _____ percent. Within 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-12. Geographical shipments.-- What is the geographic market area in the United States served by your firm's shipments of certain orange juice you produce? (check all that apply)

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

IV-13. End uses.--List the end uses of the certain orange juice that you produce. For each end-use product, what percentage of the total cost is accounted for by certain orange juice compared to other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	Certain orange juice	Other inputs	
1.	%	%	100%
2.	%	%	100%
3.	%	%	100%

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

IV-14. **Changes in end uses.**--Have there been any changes in the end uses of certain orange juice since 2005?

No Yes--Please describe.

IV-15. **Anticipated changes in end uses.**--Do you anticipate any changes in terms of the end uses of certain orange juice?

No Yes--Please describe.

IV-16. **Substitutes.**-- Are there any nonsubject products that may be substituted for certain orange juice?

No Yes—Please fill in the following table.

Substitute product	Description of applications and end uses in which this substitute can be used	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 Please explain-- _____ _____
2.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
3.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____
4.		<input type="checkbox"/> No <input type="checkbox"/> Yes Please explain-- _____ _____

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

IV-17. **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.

IV-18. **Anticipated changes in substitute.**--Do you anticipate any changes in terms of the substitutability of other products for certain orange juice?

No Yes—Please explain.

IV-19. **Raw materials.**--To what extent have changes in the prices of raw materials affected your firm's selling prices for certain orange juice since 2005? Also discuss any anticipated changes in your raw material costs.

IV-20. **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.

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

IV-21. Availability of subject import supply.--

- (a) Has the availability **subject** certain orange juice (*i.e.*, FCOJM imported from subject producers/exporters in Brazil and all NFCOJ from Brazil) changed since 2005?

No Yes--Please explain.

- (b) What type of changes in terms of the availability of subject certain orange juice imported from Brazil in the U.S. market do you anticipate?

Increase No change Decrease

- (c) If you anticipate changes in availability, please identify the changes, and why you anticipate these changes in supply.

IV-22. Availability of nonsubject import supply.--

- (a) Has the availability **nonsubject** certain orange juice (*i.e.*, all certain orange juice imported from countries other than Brazil and certain orange juice not included in your response to question IV-21) changed since October 1, 2005?

No Yes--Please explain.

- (b) Do you anticipate any changes in terms of the availability of certain orange juice imported from these sources in the U.S. market?

Increase No change Decrease

- (c) If you anticipate changes in supply, please identify the changes, and why you anticipate these changes in supply.

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

IV-23. **Export constraints.**--Describe how easily your firm can shift its sales of certain orange juice between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting certain orange juice between the U.S. and alternative country markets within a 12-month period.

IV-24. **Product changes.**--Have there been any significant changes in the product range, product mix, or marketing of certain orange juice since 2005?

No Yes--Please describe and quantify if possible.

IV-25. **Anticipated product changes.**--Do you anticipate any changes in terms of the product range, product mix, or marketing of certain orange juice?

No Yes--Please identify.

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

IV-26. 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 No Change Decreased Fluctuated

(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 No Change Decreased Fluctuated

IV-27. 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 No Change Decrease Fluctuate

(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 No Change Decrease Fluctuate

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

IV-28. Importance of supply factors.--

How important have the following supply factors been in changes in apparent consumption (total U.S. market shipments from all sources) of certain orange juice within the United States since October 1, 2005 ?

	Very	Importance: Somewhat	Not
U.S. certain orange juice packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. crop disease	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. inventories of certain orange juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. orange crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. weather	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brazilian orange crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Subject imports of certain orange juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject imports of certain orange juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other supply factors:			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

For each of the factors you noted as being at least “somewhat important,” how did that supply factor impact apparent consumption of certain orange juice and the price and shipments of U.S.-produced certain orange juice. Please note the relevant time frame in your response.

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

IV-29. **Futures effects.--** Since October 2005, to what extent did changes in U.S. inventories of certain orange juice affect the futures price of FCOJM, and to what extent did changes in the futures price of FCOJM affect U.S. inventories of certain orange juice? Please explain. Also include a discussion of any impact the futures price of FCOJM had on the price of NFCOJ.

IV-30. **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.

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

IV-31. **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: _____%

IV-32. **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.

IV-33. **Price comparisons.--**Please compare market prices of certain orange juice in U.S. and non-U.S. markets. Provide information as to time periods and regions for any price comparisons.

IV-34. **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.

