

**U.S. GROWERS' 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)).

<p><b>Name of firm</b> _____</p> <p><b>Address</b> _____</p> <p><b>City</b> _____ <b>State</b> _____ <b>Zip Code</b> _____</p> <p><b>World Wide Web address</b> _____</p> <p>Has your firm grown oranges for the production of certain orange juice (as defined in the instruction booklet) at any time since October 1, 2005?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, and return the entire questionnaire to the Commission so as to be received by the date indicated above)</p>
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**CERTIFICATION**

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

*By 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 20 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.

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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

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**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 Part II 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 extractor/processors of certain orange juice, including names, dates, and terms (include specific pricing terms--established price, quantity terms, date contract expires).

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\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**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](mailto: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 the production of FCOJM or NFCOJ orange juice.

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

**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 growing of oranges for production of certain orange juice in the future?

- No                       Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation that address this issue. **Include in your response a specific projection of your firm's capacity to grow oranges for the production of certain orange juice (in 1,000 90-pound boxes) for crop years 2011/12 and 2012/13.**

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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 growing of oranges for 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 grow oranges for the production of certain orange juice (in 1,000 90-pound boxes) for crop years 2011/12 and 2012/13.**

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II-5. **Events.**--What effects, if any, did the following events have on your operations, organization, crop size and overall orange harvest on an immediate, short-term and long-term basis? Please be specific in your responses (i.e. name and date of hurricane(s), specific disease, etc.)

Weather events/conditions: \_\_\_\_\_

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Citrus disease: \_\_\_\_\_

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Real estate development: \_\_\_\_\_

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

II-6. **Same equipment, machinery, and workers.**--Has your firm since October 1, 2005 grown, or does your firm anticipate growing in the future, other products on the same land, with the same equipment and machinery, and/or using the same production and related workers in the growing of oranges for the production of certain orange juice?

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

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of acreage data (indicate if different)</u>
Oranges _____	_____	_____
Other: _____	_____	_____
Other: _____	_____	_____

Please report the total capacity and production for your firm's groves as follows:

<i>(Quantity in 1,000 90-pound boxes)</i>						
<b>Item</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>	<b>2010/11</b>
<b>Acreage harvested</b> ( <i>acres</i> )						
<b>Yield</b> ( <i>boxes per acre</i> )						
<b>Amounts harvested</b> ( <i>quantity</i> )						

II-7. **Constraints on production.**--Please describe the constraint(s) that set the limit(s) on your growing capabilities.

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II-8. **Production shifting.**--Is your firm able to switch production between oranges for the production of certain orange juice and other products in response to a relative change in the price oranges for the production 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 oranges for the production of certain orange juice.

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

II-9a. **Oranges.**--Report your firm's acreage, harvesting, shipments, inventories, and employment related to the growing of oranges for the production of certain orange juice in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in 1,000 90-pound boxes, value in \$1,000)</b>						
<b>Item</b>	<b>Crop year (October 1 – September 30)</b>					
	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>	<b>2010/11</b>
<b>Acreage harvested</b> ( <i>acres</i> )						
<b>Yield</b> ( <i>boxes per acre</i> )						
<b>Amounts harvested</b> ( <i>quantity</i> ) (A)						
<b>Beginning-of-period inventories</b> ( <i>quantity</i> ) (B)						
<b>U.S. shipments:</b>						
<b>Cash market:</b>						
<i>quantity</i> (C)						
<i>value</i>						
<b>Internal consumption:</b>						
<i>quantity</i> (D)						
<i>value</i> <sup>1</sup>						
<b>Cooperative sales:</b>						
<i>quantity</i> (E)						
<i>value</i> <sup>1</sup>						
<b>Full-participation plan sales:</b>						
<i>quantity</i> (F)						
<i>value</i> <sup>1</sup>						
<b>Partial-participation plan sales:</b>						
<i>quantity</i> (G)						
<i>value</i> <sup>1</sup>						
<b>Export shipments:</b> <sup>2</sup>						
<i>quantity</i> (H)						
<i>value</i>						
<b>End-of-period inventories</b> ( <i>quantity</i> ) (I)						
<b>Average number of PRWs</b> ( <i>number</i> )						
<b>Hours worked by PRWs</b> ( <i>1,000 hours</i> )						
<b>Wages paid to PRWs</b> ( <i>value</i> )						
<p><sup>1</sup> 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 (<i>e.g.</i>, cost, cost plus, <i>etc.</i>) and provide value data using that basis for each of the periods noted above:</p>						
<p><sup>2</sup> Identify your principal export markets: _____</p>						



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

**II-9b. Reconciliation of trade data.--**

- (a) Please note that the quantities reported in question II-9a should reconcile as follows in each period (*i.e.*, in each column):

Reconciliation

A + B – C – D – E – F – G – H = I      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 I 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.

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- II-10. **Toll production.--**Since October 1, 2005, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the growing of oranges for the production of certain orange juice?

No                       Yes--Name firm(s): \_\_\_\_\_.

- II-11. **FTZ.--**Does your firm grow oranges for the production of certain orange juice in a foreign trade zone (FTZ)?

No                       Yes--Identify FTZ(s): \_\_\_\_\_.

- II-12. **Direct imports.--**Since October 1, 2005, has your firm imported certain orange juice?

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

- II-13. **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.

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

II-14. **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 growing of oranges for 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.

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**PART III.—FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Justin Jee (202-205-3186, [justin.jee@usitc.gov](mailto: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. Does your firm prepare profit/loss statements for the subject product:  
 Yes  No

2. How often did your firm (or parent company) prepare financial statements? Please check relevant items below.

Audited,  unaudited,  Monthly,  quarterly,  annually

3. Accounting basis:  GAAP,  cash,  tax, or  other comprehensive (specify) \_\_\_\_\_

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.

\_\_\_\_\_  
\_\_\_\_\_

III-5. **Other products.**--Please list any other products you grew on the same land on which you grew oranges, and provide the share of net sales accounted for by these other products in your most recent fiscal/crop year:

Products

Share of sales

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.—FINANCIAL INFORMATION--Continued**

III-6. **Operations on oranges.**--Report the revenue and related cost information requested below on the orange growing operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of products. Provide data for your six most recently completed fiscal/crop years in chronological order from left to right. (Financial data for other products grown on the same land should NOT be reported for question III-6).

Quantity (in 1,000 90-pound boxes, and value in \$1,000)						
Item	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
<b>Proceeds from deliveries/sales</b> <sup>1 2</sup>						
Quantity						
Value						
<b>Growing &amp; operating expenses:</b>						
Hired labor						
Pick and haul						
Replanting weather-damaged groves						
Planting on new land						
Fertilizers, lime, and other chemicals						
Materials and supplies						
Repairs and maintenance						
Gasoline, oil, and fuel						
Water, electricity, other utilities						
Selling and marketing expenses						
Shipping expenses						
Officer/partner salaries						
Office expenses incl. non-officer salaries						
Depreciation/amortization						
Other operating expenses <sup>3</sup>						
Total growing and operating expenses						
<b>Operating income (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
Other expense <sup>4</sup>						
Continued Dumping and Subsidy Offset Act (CDSOA) funds received <sup>5</sup>						
Other income (see Q.III-7)						
All other income or expenses, net						
<b>Net income or (loss) before income taxes</b>						
<b>Net gain (loss) on futures transactions<sup>6</sup></b>						

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. growing operations.

<sup>2</sup> 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.

<sup>3</sup> Include all other growing and operating expenses not specifically listed above, such as professional fees, dues, custom works, etc.

<sup>4</sup> Include all non-operating expense items (except interest expenses).

<sup>5</sup> 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.

<sup>6</sup> Provide details on a separate sheet, when any gain/loss reported.

**PART III.—FINANCIAL INFORMATION--Continued**

III-7. **Sources of other income**--Report the sources of other income reported for question III-6. Total other income should be equal to all other income reported for question III-6. Provide data as of the end of your six most recently completed fiscal/crop years in chronological order from left to right.

Value (in \$1,000)						
Item	Fiscal/crop year					
	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11
Government assistance						
Proceeds from insurance						
All other income						
Total other income						

III-8. **Capital expenditures and research and development (“R&D”) expenses**--Report your firm's capital expenditures and R&D expenses on growing oranges. Provide data for your six most recently completed fiscal/crop years in chronological order from left to right.

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

III-9. **Data consistency and reconciliation**--

Please indicate whether your financial data for questions III-6, 7, and 8 are based on a calendar year or your fiscal/crop year: Calendar year ( ) or Fiscal/crop year ( )

Please note the quantities and values reported in question III-6 should reconcile with the data reported in question II-9 (including export shipments) as long as they are reported on the same fiscal/crop year basis.

Do these data in question III-6 reconcile with data in question II-9?

Yes     No--Please explain \_\_\_\_\_