

U.S. PROCESSORS' QUESTIONNAIRE

LEMON JUICE FROM ARGENTINA AND MEXICO

This questionnaire must be received by the Commission by no later than March 15, 2013

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 suspended investigations on lemon juice from Argentina and Mexico (Inv. Nos. 731-TA-1105-1106 (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 lemon juice (as defined in the instruction booklet) at any time since January 1, 2007?
<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 proceeding 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 proceeding 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 proceeding 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>Email address</i>
	<i>Fax:</i> _____	

PART II.--TRADE AND RELATED 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 suspended investigations.**--Do you support or oppose continuation of the suspended investigations currently in place for lemon juice from the following countries?

Argentina	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position
Mexico	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose	<input type="checkbox"/> Take no position

PART II.--TRADE AND RELATED 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 subject importers/exporters.**--Does your firm have any related firms, either domestic or foreign, that are engaged in importing lemon juice from Argentina and Mexico into the United States or that are engaged in exporting lemon juice from Argentina and Mexico 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 lemon juice from countries other than Argentina and Mexico into the United States or that are engaged in exporting lemon juice from countries other than Argentina and Mexico to the United States?

No Yes--List the following information.

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

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

I-7. **Related producers.**--Does your firm have any related firms, either domestic or foreign, that are engaged in the production of lemon 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 lemon juice?

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

I-9. **Lemon suppliers.**--

a) Do you buy lemons from a cooperative?

No Yes—Please describe the commercial relationship with the cooperative and attach a copy of any supply agreements.

b) Do you have any profit-sharing arrangement with the supplier of lemons?

No Yes—Please describe the arrangement and attach a copy of any supply agreements.

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

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 calendar-year basis.**

II-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part II.

Name	
Title	
Email	
Telephone	
Fax	

II-2. **Changes in operations.**--Please indicate whether your firm has experienced any of the following changes in relation to the production of lemon juice since January 1, 2007.

- (check as many as appropriate)* *(please describe)*
- plant openings _____

 - plant closings..... _____

 - relocations _____

 - expansions..... _____

 - acquisitions..... _____

 - consolidations..... _____

 - prolonged shutdowns or
production curtailments..... _____

 - revised labor agreements..... _____

 - other (*e.g.*, 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 lemon 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 produce lemon juice (in 1,000 gallons @ 400 GPL) for 2013 and 2014.**

For question II-4, if your response differs for particular suspended investigations, please indicate and explain the particular effect of revocation of specific investigations.

II-4. **Anticipated changes in operations in the event the suspended investigations are terminated.**- Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of lemon juice in the future if the suspended investigations on lemon juice from Argentina and Mexico 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 lemon juice (in 1,000 gallons @ 400 GPL) for 2013 and 2014.**

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

II-5. **Same equipment, machinery, and workers.**--Has your firm since 2007 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of lemon juice and/or using the same production and related workers employed to produce lemon juice?

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

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

<i>(Quantity in 1,000 gallons @ 400 GPL)</i>						
Item	2007	2008	2009	2010	2011	2012
Overall Production Capacity						
Production of:						
Lemon juice – inorganic						
Lemon juice – organic						
Lemon oil						
Lemon peel						
Orange juice						
Other: _____						

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

II-7. **Production shifting.**--Is your firm able to switch production between lemon juice and other products in response to a relative change in the price of lemon 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 lemon juice.

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

II-8. **Toll production.**--Since January 1, 2007, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of lemon juice?

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

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

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

II-10. **Direct imports.**--Since January 1, 2007, has your firm imported lemon juice?

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

II-11. **Blending.**--

a) Does your firm blend *imports* of lemon juice with juice extracted in your U.S. establishment?

No Yes--Please describe the reason for blending imports, the types of lemons used, and the blending process.

b) Does your firm blend *domestic purchases* of lemon juice with juice extracted in your U.S. establishment?

No Yes--Please describe the reason for blending domestic purchases, the types of lemons used, and the blending process.

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

II-12. **Trade data.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of lemon juice in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) *Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.*

Quantity (1,000 gallons @ 400 GPL) and value (in \$1,000)						
Item	Calendar year					
	2007	2008	2009	2010	2011	2012
Average production capacity¹ <i>(quantity) (A)</i>						
Beginning-of-period inventories <i>(quantity) (B)</i>						
Production <i>(quantity) (C)</i>						
U.S. shipments:						
Commercial shipments:						
<i>quantity (D)</i>						
<i>value (E)</i>						
Internal consumption:²						
<i>quantity (F)</i>						
<i>value (G)</i>						
Transfers to related firms:²						
<i>quantity (H)</i>						
<i>value (I)</i>						
Export shipments:³						
<i>quantity (J)</i>						
<i>value (K)</i>						
End-of-period inventories <i>(quantity)</i> <i>(L)</i>						
Channels of distribution:						
U.S. shipments to distributors <i>(quantity) (M)</i>						
U.S. shipments to remanufacturers and packagers <i>(quantity) (N)</i>						
U.S. shipments to food processors (including nonjuice drink and fruit drink producers) <i>(quantity) (O)</i>						
U.S. shipments to other end users <i>(quantity) (P)</i>						
Employment data:						
Average number of PRWs <i>(number) (Q)</i>						
Hours worked by PRWs (1,000 hours) <i>(R)</i>						
Wages paid to PRWs <i>(value) (S)</i>						

¹ The production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms 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:

³ Identify your principal export markets: _____.

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

II-13. Reconciliation of trade data.--

- (a) Please note that the quantities reported in question II-12 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 _____

$$D + F + H = M + N + O + P$$

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 calendar year (*i.e.*, line L of year 2007 should equal line B of year 2008). Do these data reconcile for each adjacent calendar year?

Yes. No--Please explain.

- II-14. **Transfers to related firms.**--If you reported transfers to related firms in question II-8, please indicate the nature of the relationship between your firm and the related firms (*e.g.*, joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

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

II-15. **Purchases.**--Other than direct imports, has your firm otherwise purchased lemon juice since January 1, 2007? (See definitions in the instruction booklet.) **Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.**

- 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: _____

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)						
Item	2007	2008	2009	2010	2011	2012
PURCHASES FROM U.S. IMPORTERS¹ OF LEMON JUICE FROM.—						
Argentina: <i>quantity</i>						
<i>value</i>						
Mexico: <i>quantity</i>						
<i>value</i>						
All other countries: <i>quantity</i>						
<i>value</i>						
PURCHASES FROM DOMESTIC PRODUCERS:²						
<i>quantity</i>						
<i>value</i>						
PURCHASES FROM OTHER SOURCES:						
<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. _____ _____						

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

For questions II-16 and II-17, if your response differs for particular suspended investigations, please indicate and explain the particular effect of imposition and/or revocation of specific suspended investigations.

II-16. **Effect of suspended investigations.**--Describe the significance of the existing suspended investigations on lemon juice from Argentina and Mexico 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 investigations were suspended.

II-17. **Likely effect of termination of suspended investigations.**--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 lemon juice in the future if the suspended investigations on lemon juice from Argentina and Mexico were to be terminated?

- 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 Mary Klir (202-205-3247, mary.klir@usitc.gov).

III-1. **Contact information.**-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part III.

Name	
Title	
Email	
Telephone	
Fax	

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 the 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, 10Qs,
 Monthly, quarterly, semi-annually, annually

4. Accounting basis: GAAP, cash, tax, or other comprehensive basis of accounting (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 lemon juice, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. **Cost accounting system.**

a) Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

b) Briefly describe your method of accounting for unprocessed products delivered by patrons to your facility for processing; the methods of allocation of gains or losses to various pools; and the timing and amounts of advances against estimated pool proceeds.

PART III.--FINANCIAL INFORMATION--Continued

III-4. **Allocation basis.**-- Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses between lemon juice and other lemon products (*e.g.*, lemon oil and lemon peel).

III-5. **Other products.**--Please list any other products you produced in the facilities in which you produced lemon 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 purchase inputs (raw materials, labor, energy, or any other services) used in the production of lemon 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 lemon juice that your firm purchases 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

PART III.--FINANCIAL INFORMATION--Continued

III-9. **Nonrecurring items (charges and gains) included in reported in lemon juice financial results.**--For each annual period for which financial results are reported in question III-10, please specify all material (significant) nonrecurring items (charges and gains) in the schedule below, the specific table III-10 line item where the nonrecurring items are included, a brief description of the relevant nonrecurring items, and the associated values (*in \$1,000*), as reflected in table III-10; i.e., if an aggregate nonrecurring item has been allocated to table III-10, only the allocated value amount included in table III-10 should be reported in the schedule below. Note: The Commission's objective here is to gather information only on material (significant) nonrecurring items which impacted the reported lemon juice financial results in table III-10.

Nonrecurring item: In this column please provide a brief description of each nonrecurring item and indicate the specific table III-10 line item where the nonrecurring item is included.	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
	Nonrecurring item: In these columns please report the amount (<i>in \$1,000</i>) of the relevant nonrecurring item reported in table III-10.					
1.						
2.						
3.						
4.						
5.						
6.						
7.						

PART III.--FINANCIAL INFORMATION--Continued

III-10. a) **Operations on lemon juice by agricultural cooperatives.**--Report the revenue and related cost information requested below on the lemon juice operations of your U.S. establishment(s).¹ Data should include juice produced from patrons' lemons in your facilities and marketed by your firm and juice produced from other firms' lemons (i.e., purchased lemons) in your facilities and marketed by your firm.² **Do not report resale of purchased subject product. 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.** Provide data for your six most recently completed fiscal years in chronological order from left to right. *Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.*

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
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 ⁵						
Direct labor						
Other factory costs ⁶						
Total COGS						
Gross profit (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
All other income items						
All other income or expenses, net						
Net income (loss) available for distribution to patrons						
Distribution to patrons						

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 Raw materials should only correspond to purchased lemons and not lemons transferred in by member patrons.
⁶ Please provide the depreciation charges allocated to lemon juice for each year provided above: FY2007 _____; FY2008 _____; FY2009 _____; FY 2010 _____; FY 2011 _____; FY 2012 _____.

PART III.--FINANCIAL INFORMATION--Continued

III-10. Operations on lemon juice.--Continued

b) For agricultural cooperatives. -- Please describe the contractual relationship between your grower-members and the cooperative structure of your operations.

c) For agricultural cooperatives. -- Please describe the terms for obtaining lemons and for remittances to grower-members.

d) For agricultural cooperatives. -- If the amount of a distribution to your patrons exceeded the net amount available for distribution to patrons in any period in schedule III-10a, please explain why such an event would occur and what happens as a result of a distribution exceeding the amount available for distribution in any specific period.

PART III.--FINANCIAL INFORMATION--Continued

III-11. **Operations on lemon juice by corporations.**--Report the revenue and related cost information requested below on the lemon juice operations of your U.S. establishment(s).¹ Data should include juice produced from your firm's lemons (purchased or not) in your facilities and marketed by your firm.² **Do not report resale of purchased product. 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.** Provide data for your six most recently completed fiscal years in chronological order from left to right. *Conversion factors (if needed) are: 1,000 gallons @ 400 GPL = 4.735 mts @ 400 GPL; 1 mt = 211.2 gallons @ 400 GPL.*

(Quantity in 1,000 gallons @ 400 GPL, value in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
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 (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
All other income items						
All other income or expenses, net						
Net income (loss) before income taxes						
Depreciation/amortization included above						

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.
² Please 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.

PART III.--FINANCIAL INFORMATION--Continued

III-12. **Asset values.**--Report the total assets (i.e., both current and long-term assets) associated with the production, warehousing, and sale of lemon juice. If your firm does not maintain some or all of the specific asset information necessary to calculate total assets for lemon juice in the normal course of business, please estimate this information based upon a 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 reflect 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--					
	_____	_____	_____	_____	_____	_____
Total assets (net)						

III-13. **Capital expenditures and research and development expenses.**--Report your firm's capital expenditures and research and development expenses on lemon juice. Provide data for your six most recently completed fiscal years in chronological order from left to right.

Value (in \$1,000)						
Item	Fiscal years ended--					
	_____	_____	_____	_____	_____	_____
Capital expenditures						
Research and development expenses						

III-14. **Data consistency and reconciliation.**--Please indicate whether your financial data for questions III-10, 11, 12, and 13 are based on a calendar year or your fiscal year:

- Calendar year
- Fiscal year (specify _____)

Please note the quantities and values reported in question III-10 and III-11 should reconcile with the data reported in question II-8 (including export shipments) as long as they are reported on the same calendar year basis.

Do these data in question III-10 and III-11 reconcile with data in question II-8?

- Yes No--Please explain _____

PART IV.--PRICING AND MARKET FACTORS

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

Contact information-- Please identify the responsible individual and the manner by which Commission staff may contact that individual regarding the confidential information submitted in part IV.

Name	
Title	
Email	
Telephone	
Fax	

PRICE DATA

IV-1. This question requests quarterly quantity and value data, f.o.b. your U.S. point of shipment, for your commercial shipments to unrelated U.S. customers since 2007 of the following products produced by your firm.

Product 1.—Cloudy frozen concentrated lemon juice, non-organic, for further manufacture¹

Product 2.-- Clarified frozen concentrated lemon juice, non-organic, for further manufacture¹

Product 3.-- Cloudy NFCLJ, non-organic, for further manufacture²

¹ For concentrated lemon juice, report data on a 400 grams per liter of anhydrous citric acid (GPL) basis.

² For not-from-concentrate lemon juice, report data on a single strength juice equivalent (SSE) basis.

Please note that total dollar values should be 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-1. **Pricing data.**--Report below the quarterly price data¹ for pricing products² produced and sold by your firm.

(Quantity in gallons @ 400 GPL value in dollars)						
Period of shipment	Product 1		Product 2		Product 3	
	Quantity	Value	Quantity	Value	Quantity	Value
2007:						
January-March						
April-June						
July-September						
October-December						
2008:						
January-March						
April-June						
July-September						
October-December						
2009:						
January-March						
April-June						
July-September						
October-December						
2010:						
January-March						
April-June						
July-September						
October-December						
2011:						
January-March						
April-June						
July-September						
October-December						
2012:						
January-March						
April-June						
July-September						
October-December						

¹ Net values (*i.e.*, gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), 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. Also, please explain any anomalies in your reported pricing data.

Product 1: _____

Product 2: _____

Product 3: _____

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

IV-2. **Price setting.**-- How does your firm determine the prices that it charges for sales of lemon juice (*check all that apply*)? If your firm issues price lists, please submit sample pages of a recent list.

Transaction by transaction	Contracts	Set price lists	Other	If other, describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-3. **Discount policy.**-- Please indicate and describe your firm's discount policies (*check all that apply*).

Quantity discounts	Annual total volume discounts	No discount policy	Other	Describe
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-4. **Pricing terms for lemon juice.**--

(a) What are your firm's typical sales terms for its U.S.-produced lemon juice?

Net 30 days	Net 60 days	2/10 net 30 days	Other (specify)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

(b) On what basis are your prices of domestic lemon juice usually quoted (*check one*)?

Delivered	F.o.b.	If f.o.b., specify point
<input type="checkbox"/>	<input type="checkbox"/>	

IV-5. **Contract versus spot.**-- Approximately what share of your firm's sales of its U.S.-produced lemon juice in 2012 was on a (1) long-term contract basis, (2) short-term contract basis, and (3) spot sales basis?

<u>Type of sale</u>	<u>Share of 2012 sales</u>
Long-term contracts (multiple deliveries for more than 12 months)	_____ %
Short-term contracts (multiple deliveries up to and including 12 months)	_____ %
Spot sales (for a single delivery)	_____ %
Total	100 %

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

IV-6. **Contract provisions.**— Please fill out the table with respect to provisions of your typical sales contracts for lemon juice (or check “not applicable” if your firm does not sell on a long term and/or short term contract basis).

Typical sales contract provisions	Item	Short term contracts (multiple deliveries up to and including 12 months)	Long term contracts (multiple deliveries for more than 12 months)
Average contract duration	<i>Number of days</i>		
Price renegotiation (during the contract period)	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Fixed quantity and/or price	<i>Quantity</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Price</i>	<input type="checkbox"/>	<input type="checkbox"/>
	<i>Both</i>	<input type="checkbox"/>	<input type="checkbox"/>
Meet or release provision	Yes	<input type="checkbox"/>	<input type="checkbox"/>
	No	<input type="checkbox"/>	<input type="checkbox"/>
Not applicable		<input type="checkbox"/>	<input type="checkbox"/>

IV-7. **Lead times.**--What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced lemon juice?

Source	Share of 2012 sales	Lead time (days)
From inventory	_____ %	_____
Produced to order	_____ %	_____
Total	100 %	

IV-8. **Shipping information.**--

- (a) What is the approximate percentage of the total delivered cost of lemon juice that is accounted for by U.S. inland transportation costs? _____ %
- (b) Who generally arranges the transportation to your customers' locations?
 your firm purchaser (*check one*)
- (c) Indicate the approximate percentage of your sales of lemon juice that are delivered the following distances from your production facility.

Distance from production facility	Share
Within 100 miles	%
101 to 1,000 miles	%
Over 1,000 miles	%
Total	100 %

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

IV-9. **Geographical shipments.**-- What is the geographic market area in the United States served by your firm's lemon juice? (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, and VI, among others.	<input type="checkbox"/>

IV-10. **End uses.**--List the end uses of the lemon juice that you manufacture. For each end-use product, what percentage of the total cost is accounted for by lemon juice and other inputs?

End use product	Share of total cost of end use product accounted for by		Total
	lemon juice (percent)	Other inputs (percent)	
	%	%	100%
	%	%	100%
	%	%	100%

IV-11. **Changes in end uses.**--Have there been any changes in the end uses of lemon juice since 2007? Do you anticipate any future changes?

Changes in end uses	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-12. **Substitutes.**-- Can other products be substituted for lemon juice?

No Yes--Please fill out the table.

	Substitute	End use in which this substitute is used	Have changes in the prices of this substitute affected the price for lemon juice?		
			No	Yes	Explanation
1.	Fresh lemons		<input type="checkbox"/>	<input type="checkbox"/>	
2.	Lemon oil		<input type="checkbox"/>	<input type="checkbox"/>	
3.	Citric acid		<input type="checkbox"/>	<input type="checkbox"/>	
4.	Other juices		<input type="checkbox"/>	<input type="checkbox"/>	
5.			<input type="checkbox"/>	<input type="checkbox"/>	
6.			<input type="checkbox"/>	<input type="checkbox"/>	

IV-13. **Changes in substitutes.**-- Have there been any changes in the number or types of products that can be substituted for lemon juice since 2007? Do you anticipate any future changes?

Changes in substitutes	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-14. **Organic vs non-organic.**—Does organic lemon juice differ from non-organic lemon juice?

No	Yes	Explain
<input type="checkbox"/>	<input type="checkbox"/>	

IV-15. **Demand for fresh lemons.**—How does demand for fresh lemons influence the supply of lemon juice, if known?

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

IV-16. **Demand for lemon oil trends.**-- Indicate how demand for lemon oil within the United States and outside of the United States changed since January 1, 2007

Market	Increase	No change	Decrease	Fluctuate	Do not know	Factors
Demand since 2007						
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

IV-17. **Demand for lemon oil impact.**—How does demand for lemon oil influence the supply of lemon juice, if known?

IV-18. **Cost of lemon disposal.**—How does the costs of disposal of lemons influence the supply of lemon juice, if known?

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

IV-19. **Supply factors.**—In addition to changes in demand, what supply factors have affected apparent consumption (total U.S. markets shipments from all sources) of lemon juice within the United States since January 2007 (check all that apply)?

	Very important	Somewhat important	Not important
Argentine lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mexican lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. lemon crop	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disease	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nonsubject imports of lemon juice ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Subject imports of lemon juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. inventories of lemon juice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Weather.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loss of lemon grove acreage in Argentina.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loss of lemon grove acreage in Mexico	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loss of lemon grove acreage in the United States.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased imports of lemon juice rather than fresh lemons	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV-20. **Supply factors degree.**—Please discuss the degree to which demand and each of these supply factors had an effect on apparent consumption in the U.S. market and price and shipment of U.S. produced lemon juice.

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

IV-21. **Co-mingle/ blend.**-- Do you co-mingle/blend lemon juice?

Changes in substitutes	No	Yes	Explain why
Organic with non-organic	<input type="checkbox"/>	<input type="checkbox"/>	
Imported with U.S. grown	<input type="checkbox"/>	<input type="checkbox"/>	
Juice that has been in storage for close to 2 years with fresher juice	<input type="checkbox"/>	<input type="checkbox"/>	
Is there any end use for which U.S. lemon juice must be blended with juice from Argentina or Mexico?	<input type="checkbox"/>	<input type="checkbox"/>	

IV-22 **Share processed.**--Provide shares of lemons (by weight) that were processed for each year.

	2007	2008	2009	2010	2011	2012
Share processed	%	%	%	%	%	%
Share to fresh market	%	%	%	%	%	%
Total	100 %	100 %	100 %	100 %	100 %	100 %

IV-23. **Raw materials.**—Do you anticipate changes in your raw material costs in the foreseeable future?

No Yes—Please explain.

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

IV-24. **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 lemon juice in the U.S. market since 2007?

- No Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-25. **Availability of supply (U.S.-produced).**--

(a) Do you anticipate any changes in terms of the availability of U.S.-produced lemon juice in the U.S. market in the future?

- Increase No change Decrease

(b) If you anticipate changes in supply, please explain.

IV-26. **Availability of supply (nonsubject).**--Has the availability of NONSUBJECT lemon juice (*i.e.*, lemon juice imported from countries other than Argentina and Mexico) changed since 2007?

- No Yes--Please explain.

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

IV-27. **Export constraints.**--Describe how easily your firm can shift its sales of lemon 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 lemon juice between the U.S. and alternative country markets within a 12-month period.

IV-28. **Product changes.**-- Have there been any significant changes in the product range, product mix, or marketing of lemon juice since 2007? Do you anticipate any future changes?

Changes in product range, product mix, or marketing	No	Yes	Explain
Changes since 2007	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated changes	<input type="checkbox"/>	<input type="checkbox"/>	

IV-29. **Demand trends.**-- Indicate how demand within the United States and outside of the United States (if known) for lemon juice has changed since January 1, 2007, and how you anticipate demand will change in the future. Describe the principal factors that have affected, and that you anticipate will affect, these changes in demand.

Market	Increase	No change	Decrease	Fluctuate	Factors
Demand since 2007					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Anticipated future demand					
Within the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Outside the United States	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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

IV-30. **Conditions of competition.--**

a) Is the lemon juice market subject to business cycles or conditions of competition (including seasonal business) distinctive to lemon juice?

- No (skip to question IV-31.) Yes-- Please describe and then answer part (b).

(b) If yes, have there been any changes in the business cycles or conditions of competition for lemon juice since January 1, 2007?

- No Yes-- Please describe.

IV-31. **Price comparisons.--**Please compare market prices of lemon juice in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

IV-32. **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 lemon 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 Argentina and Mexico, and (3) the world as a whole. Of particular interest is such data from 2007 to the present and forecasts for the future.

IV-33. **Barriers to trade.--**Are your exports of lemon juice subject to any tariff or non-tariff barriers to trade in other countries?

- No Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2007, or that are expected to occur in the future.

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

IV-35. **Factors other than price.**--Are differences other than price (*i.e.*, quality, availability, transportation network, product range, technical support, *etc.*) between lemon juice produced in the United States and in other countries a significant factor in your firm's sales of the products?

Please indicate A, F, S, N, or 0 in the table below:

A = such differences are *always* significant

F = such differences are *frequently* significant

S = such differences are *sometimes* significant

N = such differences are *never* significant

0 = *no familiarity* with products from a specified country-pair

Country-pair	Argentina	Mexico	Other countries
United States			
Argentina	X		
Mexico	X	X	
<p>For any country-pair for which factors other than price <i>always</i> or <i>frequently</i> are a significant factor in your firm's sales of lemon juice, identify the country-pair and report the advantages or disadvantages imparted by such factors:</p> <hr/> <hr/> <hr/> <hr/> <hr/>			